

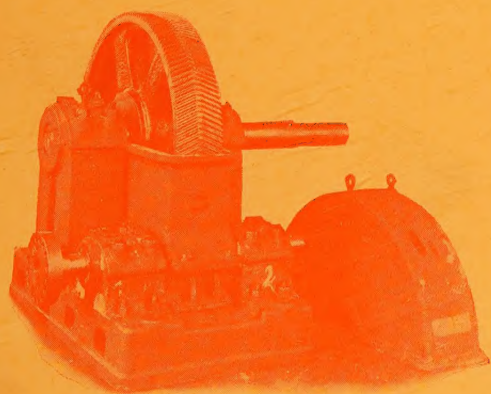
# GRAIN DEALERS' JOURNAL

## 20 Fawcus Drives

The Baltimore & Ohio R. R. Co. will install twenty Fawcus Herringbone Gear Drives, of the arrangement shown below, in its new Locust Point elevator, now under construction. These will be used to drive the shipping and receiving legs requiring 175 H. P. at 485 RPM motors, and for the cleaner and separator legs 90 H. P. motors. The only gear drive on any kind of machine to provide a coupling between the gear shaft and the driven shaft. This permits misalignment and adjustment without effecting proper alignment of the gears. This is the most up-to-date drive installed in the most up-to-date elevator in the world, where efficiency, long life and entire absence of trouble or delay in operation has been given first consideration.

*Write for recommendations and prices*

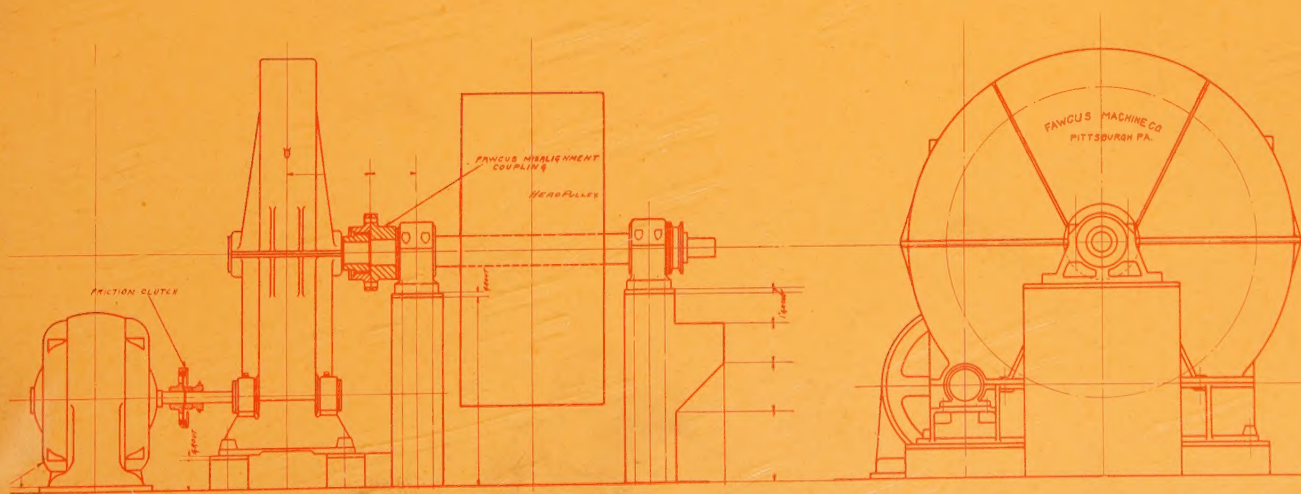
**Fawcus Machine Company**  
Pittsburgh, Penna.



NEW YORK, N. Y.  
Robt. C. Brown, 84 Pine St.  
BIRMINGHAM, Ala.  
G. R. Mueller Co.

REPRESENTATIVES:  
PORTLAND, Ore.  
Coast Steel Machinery Co.  
SAN FRANCISCO, Calif.  
K. W. Eichelberger  
CHICAGO, Ill., Hodgart & Co.

BOSTON, MASS.  
Catlin-Culder Co.  
SAN FRANCISCO, Calif.  
K. W. Eichelberger





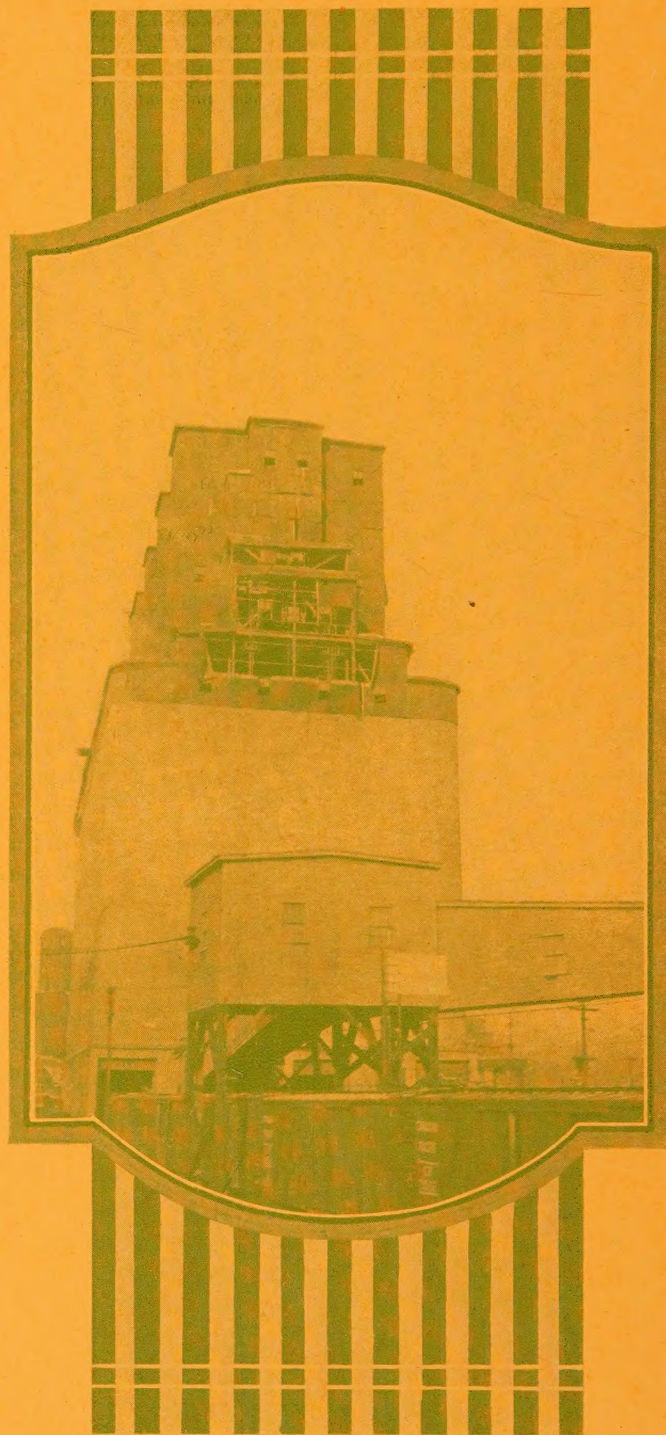
# ARMCO INGOT IRON

A COMMITTEE has prepared suggestions regarding the types of elevator construction which will best meet the increasing dust explosion hazard. It is believed by some builders that one of the committee's recommendations will be to build the tops of all terminal houses of structural steel and side them with Armco Ingot Iron.

This photograph of the effect of the dust explosion on the Canadian Pacific Railway Co.'s elevator at St. Johns, New Brunswick, illustrates how the elevator can be saved from total destruction when one end of the house is opened by the force of the blast.

Armco Ingot Iron siding and roofing besides complying with the latest suggestion of reliable builders, gives a light type of building and an easy one to erect—especially adapted to marine tower construction where towers are moved to and from vessels.

The dust explosion hazard emphasizes the value of Armco Ingot Iron covered elevators. From Thunder Bay to Galveston you will find Armco Ingot Iron sided plants withstanding the disintegrating effects of the most trying weather conditions. That Armco Ingot Iron lasts longest under the most severe weather or the corrosive effects of salt air, means it lasts longest under all conditions.



The American Rolling Mill Co.  
Middletown Ohio







# CAIRO

Regardless of the ups and downs in the grain business, each closing year finds the Cairo Board of Trade stronger than the preceding year, with no failures, no withdrawals or no consolidations among its firms. It is this stability that has placed Cairo among the leading markets of the country.

A greater measure of success will be yours during 1924 if you ship grain to Cairo regularly. These Board of Trade members are at your service.

Halliday Milling Co.	Cairo Elevator & Mill Co.
Hastings Stout Co.	Pink & Company
Halliday Elevator Co.	Thistlewood & Co.
Lynch Grain Co.	Chas. Cunningham & Son
Samuel Hastings Co.	H. S. Antrim & Co.
Cairo Grain Commission Co.	

*"You Can Do Better In Cairo"*



**W**ITH a light heart  
and a friendly hand  
we extend to those in the  
grain trade and asso-  
ciated industries our  
cordial good wishes for  
a Happy Holiday Season  
and a New Year filled  
with the blessings of  
Peace and Prosperity.

## MILWAUKEE

### Chamber of Commerce Members

Bush Grain Co.  
W. M. Bell Company  
Froedtert Grain & Malting Co.  
Duhne & Co.  
Donahue-Stratton Co.  
Milwaukee Grain Commission Co.  
P. C. Kamm Co.  
The Franke Grain Co.  
E. P. Bacon Co.

Henry Rang & Co.  
The Ladish Company  
Cahill Grain & Products Co.  
Cargill Grain Co.  
Deutsch & Sickert Co.  
LaBudde Feed & Grain Co.  
Lamson Bros. & Co.  
Roy I. Campbell

(Successor to Runkel & Dadmun)





# MEMPHIS

is the largest mixed feed manufacturing center in the country. Being a large railroad center, Memphis is the gateway to the mixed feed consuming territory of the Southeast, while on the other hand it is admirably located to draw grain from the large grain-raising sections of the Middle West and Southwest. This location, which is served by 12 trunk line railroads, and the great Mississippi river, has greatly aided Memphis merchants in developing the feed manufacturing industry

If you are a Northern or Western grain dealer, you have a market for your products in Memphis. If you are a Southern dealer, Memphis can supply your needs in grain, mixed feed and hay.

Get into communication with the firms listed below:

## *Memphis Merchants' Exchange Members*

**Sessum Coal & Grain Co.**  
Grain, Mixed Feed

**E. E. Buxton**  
Broker and Commission Merchant

**L. P. Cook**  
Receiver and Shipper

**Cereal Byproducts Co.**  
"Everything for Mixed Feeds"

**Pease & Dwyer**  
Grain, Mixed Feed

**Embry E. Anderson**  
Grain, Hay, Ear Corn a Specialty

**Mississippi Elevator Co.**  
Grain Dealers, Feed Mfrs.

**Clark-Burkle & Co.**  
Grain and Hay

**U. S. Feed Co.**  
Grain, Hay, Millfeed

**Scruggs-Robinson Co.**  
Broker, Com. Merchant, Consignments

**Davis & Andrews Co.**  
Grain, Mixed Feed

**Edgar-Morgan Co.**  
Mixed Feed Mfrs., Grain

**Denyven & Co.**  
Broker and Commission

**J. E. Tate & Co.**  
Wholesale Grain Dealers

**Walter M. Browne**  
Brokerage and Commission-Consignments

**Royal Feed & Milling Co.**  
Mixed Feed Mfrs.

**John Wade & Sons, Inc.**  
Grain, Feed, Flour

**International Sugar Feed Co.**  
Mfrs. Sweet Mixed Feed

**Heckle Bros.**  
Brokerage and Consignments

**Superior Feed Co.**  
Mfrs. Mixed Feed, Grain Receivers

**The Quaker Oats Co.**  
Feed Manufacturers

**T. B. Jones & Co.**  
Wholesale Grain and Feed

**E. W. Wyatt**  
Broker Grain and Mill Feed

**Valley Brokerage Co.**  
E. W. Sommer

**E. L. Luibel Company**  
Grain and Feed Specialist Strictly Commission







# PEORIA

Now that the principal distilleries located in Peoria have resumed operations for the manufacture of industrial alcohol, Peoria once more has become an excellent market for shippers of corn. It also has a large local flour and feed milling demand.

Peoria is a distributing center for all grains to the South, Southeast and East.

Make 1924 more profitable by dealing with any of these Peoria Board of Trade Members.

*P. B. & C. C. Miles*

*W. W. Dewey & Son*

*Turner-Hudnut Co.*

*C. H. Feltman Grain Co.*

*Warren Commission Co.*

*Harrison Ward & Co.*

*Mueller Grain Co.*

*Luke Grain Co.*

*G. C. McFadden & Co.*

*S. C. Bartlett Co.*





# NASHVILLE

Shippers of all kinds of grain will find a ready market in Nashville. The mills at this market are at all times desirous of purchasing good quality grain, especially wheat.

Buyers of flour, field seed and feedingstuffs will find it to their advantage to establish connections with Nashville firms dealing in these commodities.

Nashville has a well organized Grain Exchange whose members have a national reputation for fair and square dealing. Its inspection department is equally rated for its unbiased, careful and accurate grading of grain.

Get into communication with any of the firms whose names appear below.

## Nashville Grain Exchange Members

**W. R. Tate**

Receivers and Shippers

**The Gillette Grain Co.**

Operators Steel Elevator

**Tennessee Grain Co.**

Receivers and Shippers

**John A. Tyner & Co.**

Wholesale Grain, Stock Peas,  
Storage Sacked or Bulk

**J. H. Wilkes & Co.**

Grain, Flour, Feeds

**R. H. Worke & Co.**

Grain, Feed Hay

**South Land Mill & Elevator Co.**

Flour and "South Land" Feeds

**McKay-Reece Co.**

An Old Reliable Seed House

**Allen Grain Co.**

We specialize in soft wheat

**W. H. Crozier & Co.**

Grain and Feed Mfr.

**Chas. H. Vincent**

Receivers and Shippers

**J. R. Hale & Sons**

Receivers and Shippers

**Chas. D. Jones & Co.**

Receivers and Shippers

**S. S. Kerr**

Receivers and Shippers

**Liberty Mills**

Flour and Feed

**Chas. A. Hill & Co.**

Seeds and Grain



# ST. LOUIS

Located where 26 lines of railroads converge, it has unexcelled transportation from the grain producing areas of Missouri, Illinois, Kansas, Iowa, Colorado and States further west.

The terminus of eastern trunk lines, and having direct through lines to the gulf, including a modern government operated barge line to New Orleans, at a differential of 4 cents per bushel on wheat and 3.64 cents on corn under the rail rate, St. Louis is regarded by foreign buyers as a logical starting point for foreign grain shipments. The lower freight rate by water enhances the price at St. Louis which inures to the benefit of the country shipper.

The enormous flour and feed milling industries of the city, enjoying many in-transit privileges and selling there product for export and to the cotton producing south, also take a large percentage of St. Louis grain receipts.

Give any of these members of the St. Louis Merchants Exchange listed here an opportunity to prove to you the advantages of this market.

**Marshall Hall Grain Co.**

**Langenberg Bros. Grain Co.**

**Powell & O'Rourke Grain Co.**

**Nanson Commission Co.**

**Von Rump Grain Co.**

**Hunter-Robinson Mlg. & Gr. Co.**

**Wm. D. Orthwein Grain Co.**

**Martin & Knowlton Grain Co.**

**J. H. Teasdale Com. Co.**

**Fuller-Wooldridge Com. Co.**

**Seele Bros. Grain Co.**

**Ballard-Messmore Grain Co.**

**Annan-Burg Gr. & Mlg. Co.**

**Morton & Co.**

**W J Edwards Grain Co.**

**Schultz & Niemeier Com. Co.**



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### ATLANTA, GA.

Commercial Exchange Members.

Haym & Co., M. H., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Dennis & Co., grain merchants.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*

### BLOOMINGTON, ILL.

Hasenwinkle-Scholer Co., corn and oats.\*

### BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage commission.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.\*  
Burns Bros. Grain Corp., grain commission.\*  
Davis, Inc., A. C., grain.\*  
Globe Elevator Co., receivers & shippers.  
Great Lakes Grain Co., Inc., receiving & forwarding.  
Harold, A. W., grain, barley a specialty.  
McKillen, Inc., J. G., receivers and shippers.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain & feed.\*  
Tayntor & Shaw, receivers & shippers.\*  
Townsend Ward Co., The, consignments.\*  
Watkins Grain Co., grain commission.

### CAIRO, ILL.

Board of Trade Members.

Halliday Elevator Co., grain dealers.\*  
Hastings Co., Samuel, receivers & shippers.\*  
Hastings-Stout Co., grain merchants.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

King Wilder Grain Co., grain shippers.\*  
Murrel Grain Co., Ray, recvrs. and shprs.\*  
Piper Grain & Mfg. Co., receivers and shippers.\*

### CHICAGO, ILL.

Board of Trade Members.

Armour Grain Co., grain buyers.\*  
Badenoch Co., J. J., grains, millfeeds, concentrates.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Clement, Curtis & Co., members all exchanges.\*  
Dole & Co., J. H., grain and seeds.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Hoit & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.  
Nash-Wright Grain Co., commission merchants.  
Norris Grain Co., grain merchants.\*  
Pope & Eckhardt Co., grain and seeds.\*  
Rang & Co., Henry, grain merchants.\*  
Rosenbaum Brothers, grain merchants.\*  
Rosenbaum Grain Corp., commission merchants.\*  
Rothschild Co., D., receivers and shippers.\*  
Rumsey & Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*

### CHICAGO, ILL. (Continued).

Somers, Jones & Co., grain and field seeds.  
Udike Grain Co., consignments.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.  
Blumenthal, Max, commission merchants.\*  
Cleveland Grain & Mfg. Co., grain merchants.\*  
DeMole Grain Co., receivers & shippers.\*  
Early & Daniel Co., grain, hay, feed.\*  
Scholl Grain Co., receivers & shippers.\*

### CIRCLEVILLE, O.

Cook, Wade H., grain, hay and grain products.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.  
Bailey, E. I., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*

### COLUMBUS, O.

Smith-Sayles Grain Co., The, buyers and shippers.\*

### DALLAS, TEX.

Watson Co., H. H., grain, millfeed, hay.

### DAVENPORT, IA.

Davenport Elevator Co., receivers and shippers.\*

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Harrison, Ward & Co., Grain Belt Elevator.\*

### DENVER, COLO.

Grain Exchange Members.  
Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Denver Elevator, wholesale, grain, flour, millfeed.  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.  
McCaull-Dinsmore Co., wholesaler and commission.\*  
Phelps Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.\*  
Summit Grain Co., wheat, corn, oats, rye, barley.\*

### DES MOINES, IA.

Board of Trade Members.

Anderson Co., D. L., grain dealers.  
Des Moines Elvtr. & Gr. Co., oats a specialty.  
Lockwood, Lee, broker.  
Lake Grain Co., J. C., buyers, sellers all grains.  
Taylor & Patton Co., corn and oats.\*

### DETROIT, MICH.

Board of Trade Members.

Caughy-Jossman Co., grain and field seeds.\*  
Dumont-Roberts & Co., receivers & shippers.\*  
Lapham & Co., J. S., grain dealers.\*  
Lichtenberg & Son, oats, corn, hay, straw.\*  
Simmons & Co., F. J., grain and hay.\*  
Swift Grain Co., consign or ask for bid.\*

### DULUTH, MINN.

Board of Trade Members.

White Grain Co., receivers and shippers.\*

### EMPORIA, KANS.

Trusler Grain Co., grain merchants.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Carter Grain Co., C. M., grain merchants.\*  
Dorsey Grain Co., merchants—commission consignments.\*  
Moore-Seaver Gr. Co., recvrs., shprs., consignments.\*  
Mountcastle-Merrill Gr. Co., grain merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Universal Mills, "Superior" Feeds.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Koehler-Twiddle Elevator Co., grain dealers.\*

### HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain fd., fr.

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.  
Rothschild Co., S., grain, c/s products, rice, b/p.\*

### INDIANAPOLIS, IND.

Board of Trade Members.

Anderson & Weirick, gr. commission & consignments.\*  
Bingham Grain Co., The, recvrs. & shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart-Maibucher Co., grain merchants.\*  
Hayward-Rich Grain Co., grain commission.\*  
Kinney Grain Co., H. E., recvrs. & shippers.\*  
National Elevator Co., grain merchants. & comm.\*  
Menzie Grain & Bkg. Co., Carl D., grain merchants.\*  
Montgomery & Tompkins, receivers & shippers.  
Shotwell & Co., Chas. A., grain and scales.  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### KANKAKEE, ILL.

Breckenridge Grain Co., grain dealers.

### KANSAS CITY, MO.

Board of Trade Members.

Armour Grain Co., grain merchants.\*  
Bruce Bros. Grain Co., consignments.\*  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Davis Grain Co., A. C., grain commission.  
Davis-Noland-Merrill Grain Co., grain merchants.\*  
Denton Hart Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Lichtig & Co., H., kafir, milo, screenings.  
Logan Bros. Grain Co., receivers and shippers.\*  
Miller Grain Co., S. H., consignments.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Rocky Mt. Grain & Com. Co., consignments.\*  
Secular Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.\*  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Thresher Grain Co., R. J., grain commission.\*  
Wallingford Brothers, grain merchants.\*  
Watkins Grain Co., consignments.\*  
Western Grain Co., Inc., receivers and shippers.\*  
Wilser Grain Co., consignments.\*

### LINCOLN, NEBR.

Grain Exchange Members.

Lincoln Grain Co., grain merchants.\*

### LITTLE ROCK, ARK.

Grain Exchange Members.

Farmer Co., E. L., brokers, grain & mill feed.\*  
Gordy Co., O. L., grain brok., hay, grain & Mill feed.

### LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., receivers-shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

### LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.

### McKINNEY, TEX.

Reinhardt & Company, wheat, corn, oats, maize.\*

### MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker and com., consignments.\*  
Buxton, E. E., broker & commission merchant.\*  
U. S. Feed Co., grain, hay, mill feed.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*  
(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## MILWAUKEE, WIS.

Chamber of Commerce Members.  
 Franke Grain Co., The, grain and feed.  
 Froedtert Grain & Malting Co., recvrs. and shippers.\*  
 Kamm Co., P. C., grain shippers.\*  
 LaBudde Feed & Grain Co., grain, feed, hay.\*  
 Milwaukee Grain Com. Co., recvrs. grain and seed.

## MERIDIAN, MISS.

Board of Trade Members.  
 Threefoot Bros. & Co., whsle. grain, feed, fr., gro.\*

## MINNEAPOLIS, MINN.

Chamber of Commerce Members.  
 Cargill Commission Co., grain commission.\*  
 Cereal Grading Co., grain merchants.\*  
 Davies Co., F. M., grain commission.\*  
 Hiawatha Grain Co., grain merchants.\*  
 Itasca Elevator Co., grain merchants.  
 Malmquist & Co., C. A., receivers & shippers.\*  
 Marfield Grain Co., grain commission.\*  
 Poehler, Wm. A., grain merchant.  
 Sheffield Elevator Co., shippers of grain.\*  
 Stuhr-Seidl, shippers grain & feed.  
 Van Dusen-Harrington Co., grain merchants.\*  
 Zimmerman, Otto A., grain and feed.\*

## NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

## NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.

## NEW ORLEANS, LA.

Board of Trade Members.  
 Fox Co., C. B., exporters.\*

## NEW YORK CITY.

Produce Exchange Members.  
 Jones & Co., M. B., buyers—quote us.\*  
 Therrien, A. F., broker.

## OKLAHOMA CITY, OKLA.

Grain Exchange Members.  
 Jackson, Inc., Paul T., grain merchant.  
 Marshall Grain Co., grain, feed, seeds.\*  
 Stinnett Grain Co., grain merchants.\*  
 Vandenburg, Jesse, milling wheat.

## OMAHA, NEBR.

Grain Exchange Members.  
 Crowell Elevator Co., receivers, shippers.\*  
 Flanley Grain Co., receivers and shippers.\*

## OMAHA, NEBR. (Continued).

Stockham Grain Co., E., commission merchants.\*  
 Trans-Mississippi Grain Co., receivers and shippers.\*  
 United Grain Co., commission and brokerage.\*  
 Updike Grain Co., milling wheat.\*

## PEORIA, ILL.

Board of Trade Members.

Cole Grain Co., Geo. W., receivers and shippers.\*  
 Dewey & Sons, W. W., grain commission.\*  
 Feltman Grain Co., C. H., grain commission.  
 Harrison, Ward & Co., receivers & shippers.\*  
 Luke Grain Co., grain commission.\*  
 McFadden & Co., C. C., grain commission.  
 Miles, P. B. & C. C., grain commission.\*  
 Turner Hudnut Co., receivers and shippers.\*  
 Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

Commercial Exchange Members.

Richardson Bros., grain, flour, millfeeds.\*  
 Richardson, Geo. M., grain and feeds.\*  
 Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

Allen & Co., H. S., grain and hay.\*  
 Hardman & Daker, grain, hay, millfeed.\*  
 Harper Grain Co., corn a specialty.\*  
 McCague Ltd., R. S., grain, hay.\*  
 Rogers & Co., Geo. E., grain and hay.\*  
 Stewart & Co., Jesse C., grain and mill feed.\*  
 Walton Co., Samuel, grain and hay.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

## RICHMOND, VA.

Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.  
 Morriss & Co., C. F., grain, feed, hay, flour brokers.\*

## ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.\*

## ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., The, wheat, corn, oats.\*  
 Button-Simmons Grain Co., grain commission.\*  
 Gordon Grain Co., grain commission.\*

## SAN ANTONIO, TEX.

King, Douglas W., wheat, corn-brok., Texas R. Oats.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

Dreyer Commission Co., feedingstuffs, grain, seeds.\*  
 Graham & Martin Grain Co., grain commission.\*  
 Hall Grain Co., Marshall, grain merchants.\*  
 Langenberg Bros. Grain Co., grain commission.\*  
 Martin & Knowlton Grain Co., grain merchants.\*  
 Morton & Co., grain commission.\*  
 Nanson Commission Co., grain commission.\*  
 Picker & Beardsley Com. Co., grain and grass seed.\*  
 Turner Grain Co., grain commission.\*  
 Von Rump Grain Co., grain merchants.\*

## SIOUX CITY, IA.

Board of Trade Members.

Button Co., L. C., grain commission.\*  
 Western Terminal Elevator Co., receivers and shippers.\*

## SUPERIOR, NEBR.

Bossemeyer Bros. Terminal Elevator.\*

## TOLEDO, O.

Produce Exchange Members.

Churchill Grain & Seed Co., field seeds, popcorn.  
 De Vore & Co., H. W., grain and seeds.\*  
 King & Co., C. A., grain and seeds.\*  
 Southworth & Co., grain and seeds.\*  
 Wickenhiser & Co., John, grain receivers, shippers.\*  
 Young Grain Co., grain.

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

## WICHITA, KANS.

Board of Trade Members.

Baker-Evans Grain Co., milling and export wheat.\*  
 Smith McLinden Grain Co., wheat, corn, kafir, millfeed.

## WICHITA FALLS, TEX.

Mytinger Mfg. & Grain Co., grain, feed, seeds.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., Whlrs. gr. and seeds.\*

\* Member Grain Dealers National Association.

# DENVER

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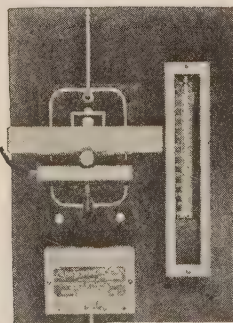
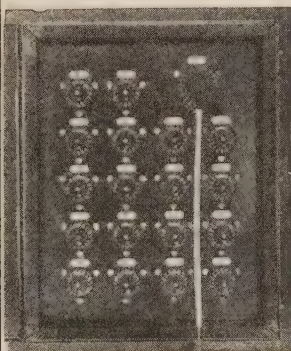
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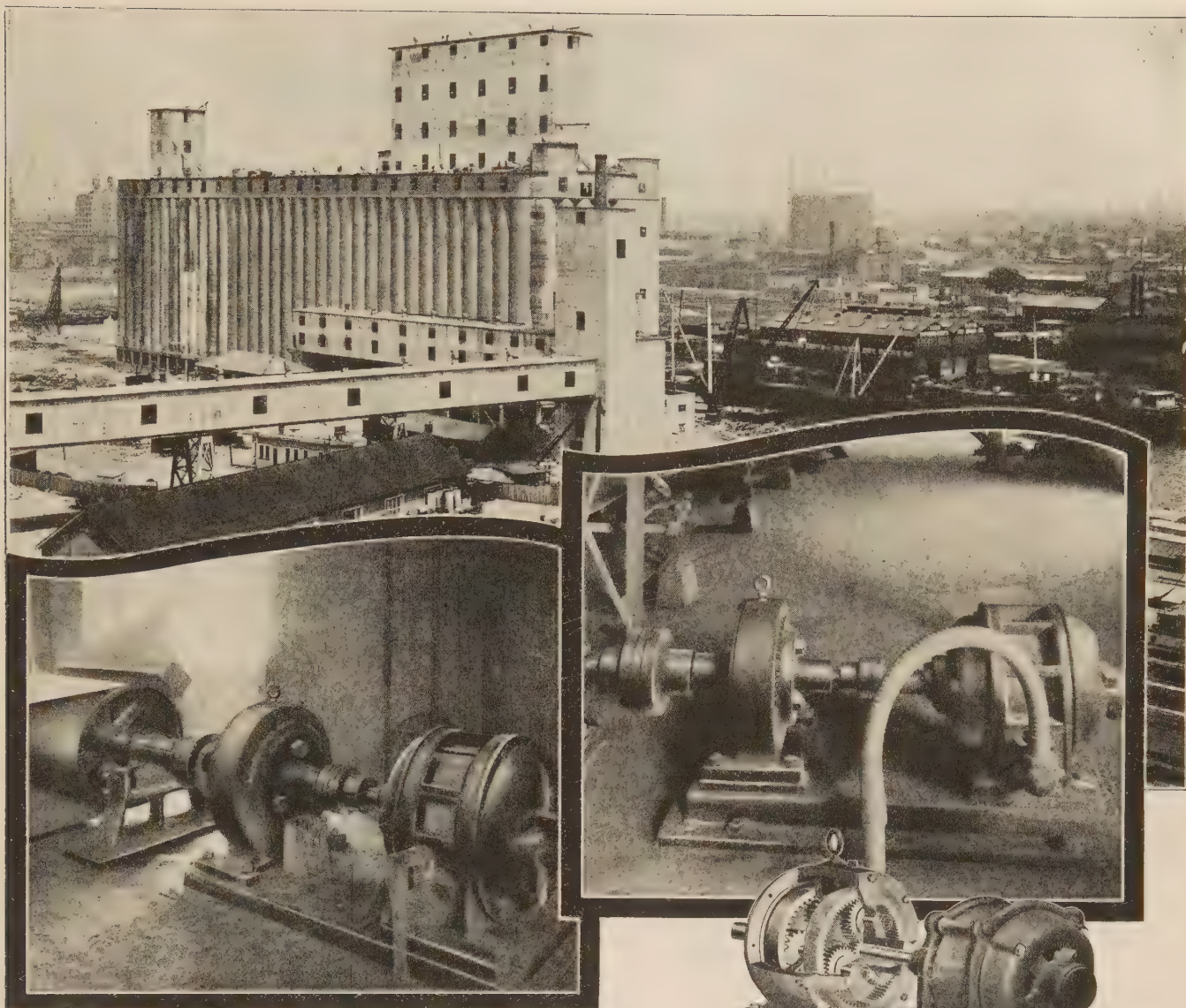
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They remain in working order year after year, insuring continuous operation at all times. Certain to keep the wheels turning during peak season without interruption.

**MORSE CHAIN CO., ITHACA, N. Y.**

*There is a Morse Engineer near you*

Atlanta, Ga.  
Baltimore, Md.  
Boston, Mass.  
Charlotte, N. C.  
Chicago, Ill.  
Cleveland, Ohio

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Philadelphia, Pa.  
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2091-30



# BRIDGE THE GAP THAT LIES BETWEEN

— BUSY SEASON —

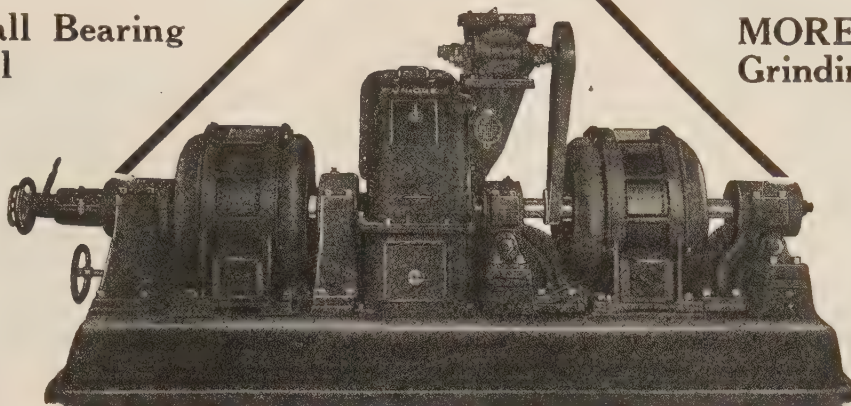
— SLACK SEASON —

— BUSY SEASON —

More and more elevators are finding relief from the common "slack season" through the installation of the

## UNIQUE Ball Bearing Attrition Mill

This addition to their equipment assures a steady influx of old and new customers to their elevator and turns an otherwise slack season with its heavy overhead expenses into one of the most profitable and pleasant phrases of their business.



Motor Driven Mill. Belt Driven if Desired.

Ask for Catalog No. 12 which illustrates and describes the UNIQUE Mill in complete detail. Sent free on request.

The UNIQUE Ball Bearing Attrition Mill assures you of greatest profit from feed grinding because it produces MORE and BETTER grinding CHEAPER.

## MORE and BETTER Grinding CHEAPER

Every elevator will find the installation of this mill a great source of profit because there is a constant demand for ground feeds. A feed grinding plant is welcomed and patronized by the farmers and stock and poultry raisers of any community.

**ROBINSON MFG. CO., P. O. Box 411, MUNCY, PA.**  
CHICAGO OFFICE, 516 F. C. AUSTIN BLDG.

# The Bauer

COSTS LESS PER HOUR

## AN IRRITATED STOMACH

Sharp, flint-like corners and edges on pieces of ground feed cause sore mouth, irritated stomach and intestines. The results are LOSS OF FLESH AND WASTE OF FEED.

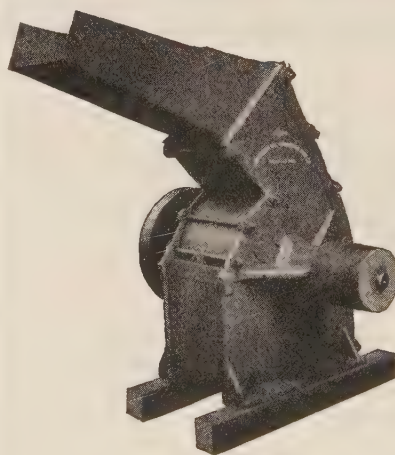
Ground feed, to be of real value to the feeder, must be smooth and of a velvety non-irritating character.

The Bauer Attrition Mill is noted for the smooth, velvety texture of its ground products—Feed that is non-irritating, easy to digest—Feed that it pays to feed—Feed that makes profit for the feeder and new customers for the Miller. FREE SAMPLES are yours for the asking. Send today and compare with that ground on any other Mill.

# The Bauer

COSTS LESS PER HOUR

The Bauer Bros. Co.  
506 Bauer Bldg.  
Springfield, Ohio



## The "Whirl Beater"

A new Gruendler Grinder. A 100% mill, the best custom feed grinder on the market. Grinds oats to a fineness that cannot be obtained on any other feed mill. Its product is absolutely uniform and sells at a premium. Requires less power. Ball-bearing throughout. Unbreakable—easily adjusted. Write for details of Free Trial offer. Ask for Bulletin No. 175.

**Gruendler Patent Crusher & Pulverizer Co.**  
928 N. Main St. St. Louis, Mo.



## Fairbanks-Morse Type "Y" Oil Engines

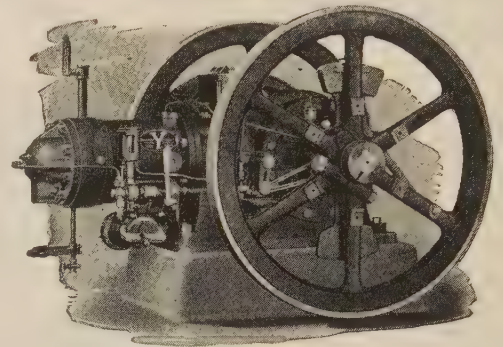
### Dependable Power for Your Elevator

Fairbanks-Morse Type "Y" Oil Engines have solved the problem of low-cost power for elevator operators throughout the country. That "Y" Engines can effect real savings for you is not an assertion; it is a proven fact.

Fairbanks-Morse "Y" Oil Engines operate continuously and dependably on a wide range of low-priced fuel oils. So little attention is required that a highly skilled engineer is unnecessary.



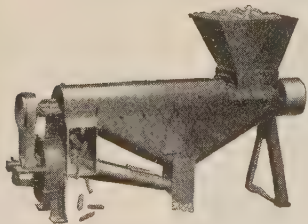
An Illinois Grain Elevator which is operated by a 20 H. P. F-M Type "Y" Oil Engine.



A 20 H. P. Fairbanks-Morse Type "Y" Oil Engine.



**Fairbanks, Morse & Co.**  
MANUFACTURERS CHICAGO



**YOU  
MAY  
NEED  
IT**

Possibly a TRIUMPH Corn Sheller is just the type of machine you've been looking for. Low price and capacity up to 100 bushels an hour.

*A descriptive bulletin costs nothing. Let us mail it to you.*

**THE C.O. BARTLETT & SNOW CO.**  
Main Office and Works: Cleveland, Ohio

## The Standard Grain, Seed and Bean Cleaners

By nearly two decades of successful manufacturing have proven satisfactory in every installation.

### *Some Points of Merit:*

Automatic Traveling Brushes under screens  
Standard Blast Control, a departure from the ordinary  
Force Feed Hopper  
Suction Fan Dust Collector  
Ring Oiler Bearings on Fan  
Counter Balanced Shoe  
Scalper Screen  
Very light running.

*Let us explain more fully by sending our catalog.*

**The Burch Plow Works Co.**  
Crestline, Ohio





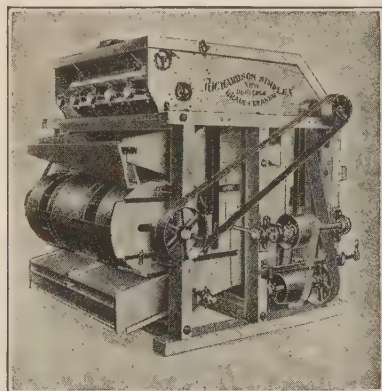


# The Richardson Simplex Cleaner

DEMONSTRATES ITS SUPERIORITY

—By—

**Remarkable Capacity  
Unfailing Service  
Unequalled Separations  
Economical Operation**



**THE SIMPLEX**  
Cleaner and Separator

Terminal elevators are making fortunes from the sale of screenings saved by cleaning grain with the Simplex Cleaner. Country elevators without efficient cleaners are making the terminal elevators a present of these screenings and paying the freight to terminal point in addition. Write us for our special offer whereby we will furnish you with a Simplex Cleaner FREE, by our plan of letting the Simplex pay for itself out of the sale of screenings saved.

**The Elevator With the "Richardson Simplex"  
Has a Distinct Advantage Over Competitors.**

*For Full Particulars Write*

## Richardson Grain Separator Company

1179 15th Avenue, S. E.

Minneapolis, Minnesota

## The Salt Without A Fault



Your trade would be pleased with MYLES LOUISIANA PURE SALT. Does not contain any organic matter or foreign substance and is clean and white.

**99.84% Pure**

The Best Salt for all live stock and farm purposes. Medium grade guaranteed not to cake or harden under atmospheric or climatic conditions. MYLES FINE FARMERS SALT can be used for any purpose Salt is used on the farm.

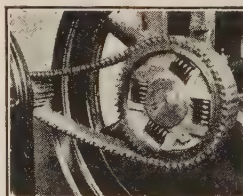
Mixed cars in all grades. Bulk, barrels, bags, blocks and bricks. Table, Medium and Fine, also coarse grades of Rock Salt.

Send us your requirements for your next carload and we will quote you prices.

### Higbie Salt Company

Distributors

111 W. Washington St. Chicago, Illinois



Drive, showing  
shock-absorb-  
ing sprocket.

## No Slipping Here

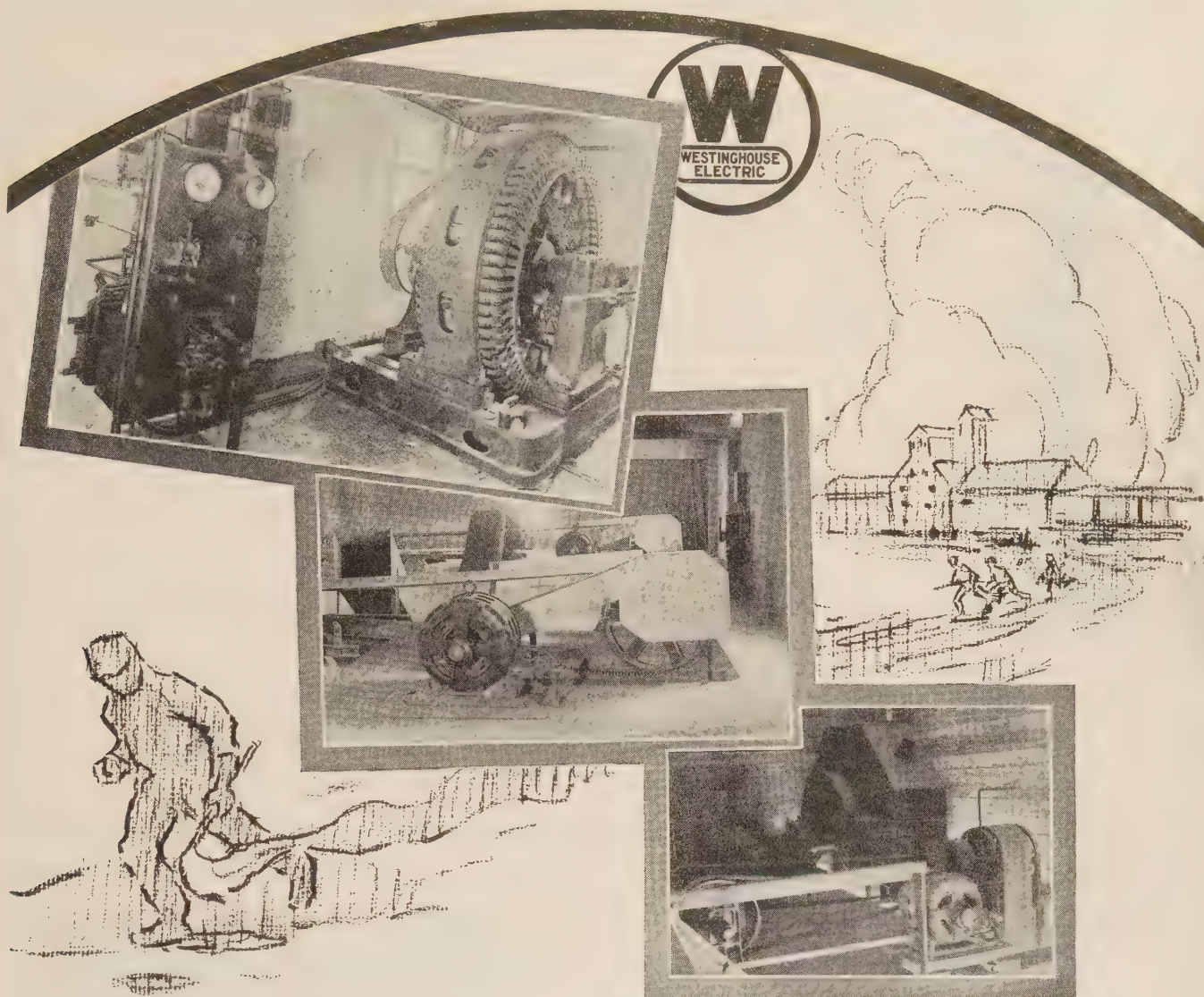
There's no slipping from "over loading" when American High Speed Chains are used. They transmit 98 and 99% of the power applied; run silently without initial tension, and with practically no friction. No static is developed regardless of speed.

They are the logical transmission equipment for elevators or granaries.

*A Wire or a letter from you will  
bring an engineer to talk over your  
problems—at no obligation to you*

**AMERICAN**  
HIGH SPEED CHAIN CO.  
INDIANAPOLIS, U. S. A.





## Driving the Enemy

### — From Your Property

Every fire risk is an enemy.

Insurance cannot prevent the attack of this enemy. It can only restore, after the damage is done.

Prevention is taking the place of restoration in the modern flour mills and grain elevators of this country. The causes and sources of fire are being determined and eliminated, with a consequent reduction in the number of fires and lower insurance rates.

Hot line-shaft bearings and static electricity from belting, are possible sources of fire. Every friction creating device is a liability. In this day of electric operation, these risks need not be tolerated.

Motors which do not throw off sparks—motor starters that are explosion proof—these are the means to the end.

And remember that while Westinghouse Motor Drive in flour mills and grain elevators removes many of the present fire risks, it also carries with it the highest standard of efficiency and productive capacity.

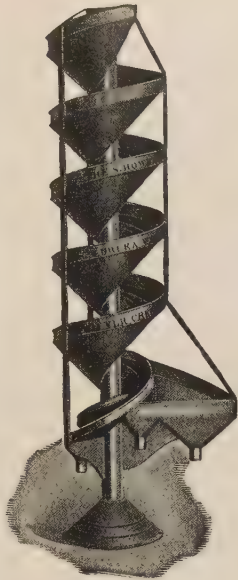
Westinghouse engineers will gladly help you drive the enemy from your mill. Engineering consultation does not obligate you. Write our nearest office.

Westinghouse  
Electric & Manufacturing Company  
East Pittsburgh, Pennsylvania  
Sales Offices in All Principal Cities of the  
United States and Foreign Countries

# Westinghouse



Conceded to be the most ingenious thing ever invented for



# SEPARATING VETCH FROM RYE

**Automatic  
No Moving Parts**

**Operates on the  
Gravity Principle**

**Self-Acting  
Requires No Power**

Actually pays for itself  
in a few weeks.

*We'll test your samples and show you something interesting*



**S. Howes Co., Inc.**  
SILVER CREEK, N. Y.



## A Few World Famous Mills Which Use The

### Humphrey Elevator

(Figures indicate number of Humphreys installed.)

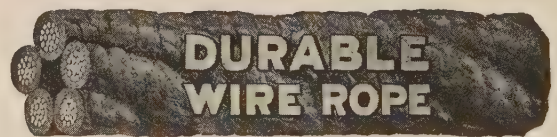
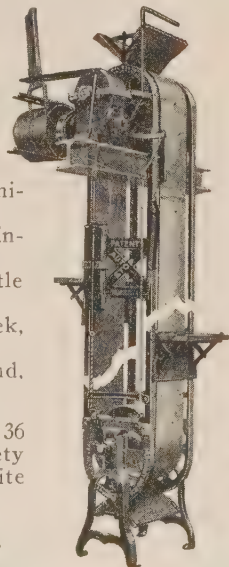
Washburn Crosby Co., Minneapolis (12)  
Pillsbury Flour Mills Co.,  
Minneapolis (5)  
Chas. A. Krause, Milwaukee,  
Wisc. (3)  
Canadian Gov't Elev., Saska-  
toon, Sask., and Port Ar-  
thur, Ont. (2)  
Quaker Oats Co., Chicago (6)  
Corn Products Refining Co., Chi-  
cago, Ill. (3)  
Russell-Miller Milling Co., Min-  
neapolis (13)  
Kellogg Corn Flakes Co., Battle  
Creek, Mich. (3)  
Postum Cereal Co., Battle Creek,  
Mich. (2)  
Portland Fl. Mills Co., Portland,  
Ore. (9)

Humphrey Elevators, famous 36  
years for dependability, safety  
and economy of operation. Write  
for full information.

**Humphrey Elevator Co.**

1129 Division St. Faribault, Minn.

*There is ONLY ONE GENUINE Humphrey Elevator*



**THE MARLINE SERVED ROPE  
DEPENDABLE DURABILITY**

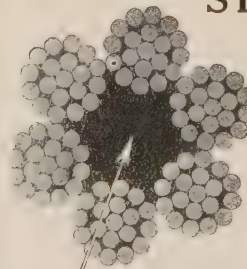
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Power Grain Shovels  
Spout Hoists  
Car Pullers

Jack Ropes  
Pile Drivers  
Elevators

Jupiter Transmission Drives

## ROEBLING BLUE CENTER STEEL ROPE



Special construc-  
tions for special  
purposes

Unexcelled for  
car pullers or  
other severe work

**John A. Roebling's Sons Company**

165 West Lake Street

Chicago, Illinois

Mills at Roebling and Trenton, New Jersey

*Roebling Wire Rope the standard for every purpose*



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# Why Leading Elevators Use the MORRIS AUTOMATIC GRAIN DRIER

1. Clean, fresh air is used in both the drier and the cooler.
2. Drying and cooling is regulated by *automatically operated gates*, adjusted by a timing mechanism for extracting exactly the required degree of moisture.
3. Clogging is impossible. Anything that can get into the drier at the top will come out at the bottom.
4. All dust is eliminated by the Morris Dust Collecting System.

Let us show you how the Morris lowers costs and increases profits. *Write today for the facts and the proof.*

*Everything for Every Mill and Elevator*

EAT  
MORE  
WHEAT

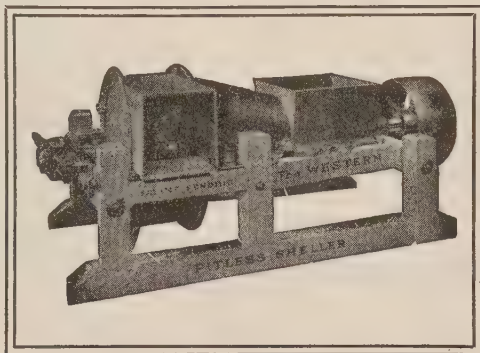
**The Strong-Scott Mfg Co.**  
Minneapolis Minn.      Great Falls Mont.  
In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg



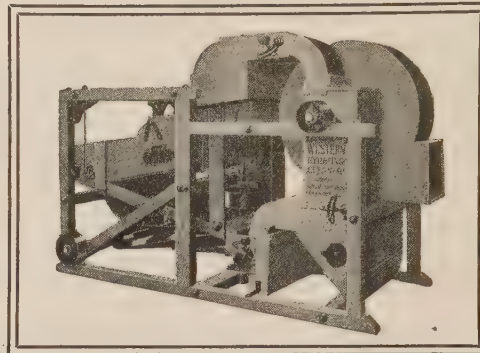


# **NO ADVANCE IN PRICES**

## **WESTERN LINE GRAIN ELEVATOR MACHINERY Shellers and Cleaners**



PITLESS SHELLER



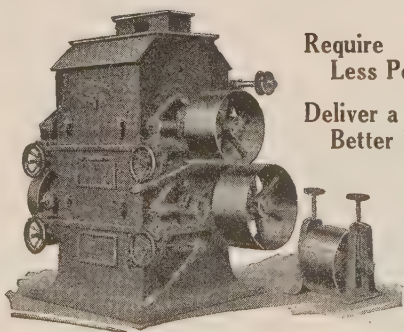
GYRATING CLEANER

**UNION IRON WORKS - DECATUR, ILL.**

## **E H R S A M**

**One, Two and Three Pair High**

### **Feed Mills**



Require  
Less Power  
Deliver a  
Better Product

Rolls cut especially for making cracked corn chicken feed, cut wheat. Also standard corrugations for corn meal and feed.

Send for Bulletin No. 20

**The J. B. Ehrsam & Sons Mfg. Co.**  
Enterprise, Kansas

## **Receiving and Shipping Set of Grain Books**

**Grain Scale Book** Size of page,  $10\frac{1}{2} \times 15\frac{1}{4}$  inches. This indexed receiving book is designed to meet the needs of dealers who want something better than the ordinary. Separate pages are given to each farmer and all are indexed so that their accounts may be instantly located. If so desired, it can be used as a grain journal, the two "L. F." columns providing for posting both debits and credits and entering the numbers of the ledger pages.

The book contains 252 numbered pages of high grade heavy linen ledger paper, each ruled for 41 wagon loads, thus having room for 10,332 loads, in addition to a 28-page index. Together with "Grain Shipping Ledger" it forms a complete set of books of high grade.

This book is bound in heavy red keratol back and corners with black cloth sides, and its name is stamped in gold leaf on the front cover. Order Form 23. Price, \$4.50. Weight, 6 lbs.

**Grain Shipping Ledger.** Size of page,  $10\frac{1}{2} \times 15\frac{1}{4}$  inches. The Grain Shipping Ledger is the best shipping book money can buy, giving complete information regarding each shipment and the returns therefrom. Left hand pages show complete records of each shipment, while corresponding lines on right hand pages show details of the "Returns."

Each book contains 100 double pages of heavy linen ledger paper and a 16-page index, thus affording ample space for a large number of accounts. Each page is ruled for 50 entries, giving a total capacity of 5,000 cars to the book.

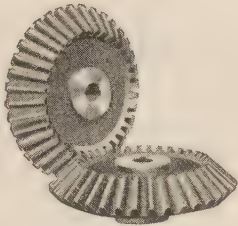
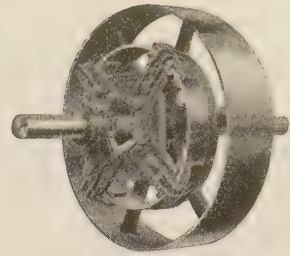
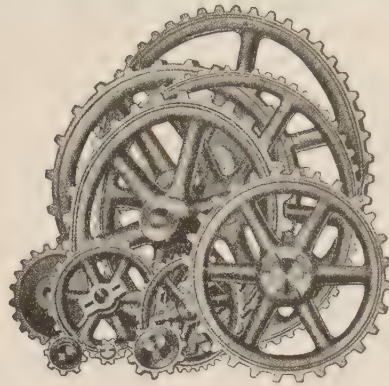
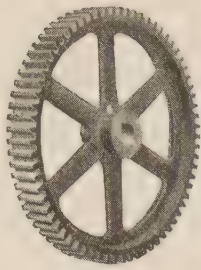
This double page form, combined with "Grain Scale Book" makes an excellent set of books for country dealers who want high grade material and workmanship as well as practical convenience. It is cloth bound with black keratol back and corners. "Grain Shipping Ledger" is stamped in gold leaf on front cover. Order Form 24. Price \$4.00 Weight, 5 lbs.

## **Grain Dealers Journal**

309 So. La Salle St.

Chicago, Ill.





## CALDWELL CONVEYOR ACCESSORIES

Insure the continuous working of your Elevating, Conveying and Power Transmission Machinery, by keeping spare parts constantly on hand.

Be prepared for increased business by having all your equipment up to its most efficient working order. Replace that bucket or chain—now. Make that extension to your plant—now!

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Portland, Ore. . . . . First and Stark Sts.  
San Francisco . . . . . 168 Second St.  
Los Angeles . . . . . 163 N. Los Angeles St.

CHICAGO, 17th and Western Ave.,

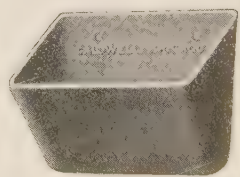
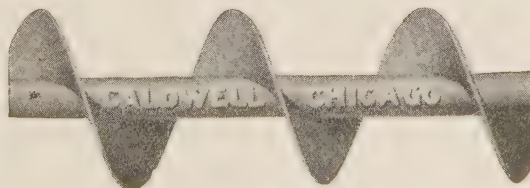
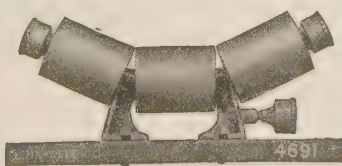
NEW YORK, 299 Broadway,

### INDIANAPOLIS

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# CALDWELL





## GRAIN ELEVATOR BUILDERS

## The Horse Doctor (Continued)

## Chapter 3.

The hand power, easy operating truck dump caught many. Owners not experienced in this as truck dumps were new.

Have found places where owners bought two. Could not use them until bins over driveway raised, altho the *commission* salesmen advised there was plenty of room. Ask them what it cost to install?

**YOUNGLOVE CONSTRUCTION CO.**  
Sioux City, Iowa  
30 Years of Practical Experience

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Feed Plant Designing  
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29 Gebhardt Block DECATUR, ILL.  
*Builders of*  
GRAIN ELEVATORS and COAL POCKETS  
of the BETTER CLASS  
Special study given to each plant—Each  
plant fills the individual needs

**Decatur Construction Co.**  
ENGINEERS AND BUILDERS  
OF GRAIN ELEVATORS  
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**Concrete Elevators**  
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Let  
**The Star Engineering  
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design your new Elevator, or do  
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own a plant that is up-to-date  
in every particular. Our Engi-  
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Designing and Supervising Engineers  
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CONTRACTORS GRAIN ELEVATORS  
Mills and Warehouses  
Especially Designed for Economy  
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704 Terminal Bldg. LINCOLN, NEB.

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ENGINEER and CONTRACTOR of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
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CONTRACTING ENGINEERS  
MINNEAPOLIS, MINN.

**BLOOMINGTON CONST. CO.**  
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Engineers and Contractors of  
**GRAIN ELEVATORS**  
Our Prices Are Very Reasonable

**W. C. Bailey & Son**  
Contractors and Builders of  
Mills, Elevators and Warehouses

We can furnish and install  
equipment in old or new ele-  
vators guaranteeing greater  
capacity with less power  
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**D. F. HOAG & CO.**  
Designers and Constructors of  
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Designers and Constructors  
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All Materials  
We Also Do Repair Work

Tell us what you  
need for your  
Grain Elevator  
and we'll tell you  
where to get the  
latest and best.

**INFORMATION BURO**  
Grain Dealers Journal, 305 So. La Salle St.,  
Chicago



## GRAIN ELEVATOR BUILDERS

### RELIANCE Construction Co.

Board of Trade  
Indianapolis, Ind.

Designers and Constructors  
of the better class of grain  
elevators—concrete or wood.

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Corrugated or Flat  
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Immediate Shipment from Stock

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Write—Wire—Phone



For elevator and mill supplies we  
issue a net price catalog. If in  
the market write us for one.

**WHITE ★ STAR ★ CO.**  
WICHITA, KANSAS

### AFFIDAVIT OF WEIGHT

This form is used to make a sworn statement of the amount of grain loaded into a car.

Fifty affidavits in duplicate are bound into a book, size 5½x8½ inches, printed on bond paper, with manila duplicates and two sheets of carbon, well bound in press board. Originals are machine perforated so they may be easily torn out. Each blank contains the following information:

....., being duly sworn, on his oath, says that on the ..... day of ..... 192...., he, acting as agent for ..... at ..... in the State of ..... carefully and correctly weighed ..... draughts on ..... Hopper, ..... Automatic, ..... Wagon, ..... Track Scales amounting to ..... lbs. equal to ..... bushels of No. .... and loaded direct or thru bin to car No. .... Initial .... for shipment to Messrs ..... at ..... in the State of ..... and that said car was in ..... condition and properly sealed when delivered to the ..... Railroad; with space for notary public.

Order Form 7AW, weight ½ lb.  
Price 75 cents.

**GRAIN DEALERS JOURNAL**  
309 So. LaSalle St. Chicago, Ill.

Warsaw, O.—The Journal is an excellent one on the grain trade and we enjoy reading it.—C. D. Johnston, Warsaw Elevator Co.

C. T. STEVENS

C. E. ROOP

C. B. PARUTIO

**Stevens Engineering & Construction Co., Incorporated**  
Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS  
GRAND-LACLEDE BUILDING ST. LOUIS, MISSOURI



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to your needs is given first consideration when we take your contract for a new elevator.

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### CRAMER BUILT

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### Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

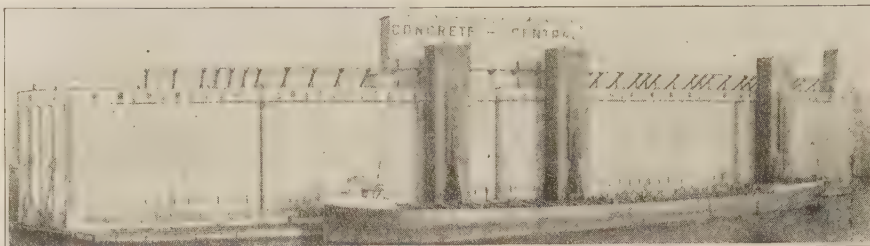
The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight. 4 lbs.

**Grain Dealers Journal** 309 So. La Salle St. Chicago, Ill.



Operated by  
The Eastern Grain,  
Mill and Elevator  
Corp ration



Concrete-Central  
Elevator, Buffalo, N. Y.  
Capacity,  
4,500,000 Bushels

Designed and Built by  
**Monarch Engineering Company**  
Buffalo, N. Y.

## First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.



This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

**Folwell-Ahlskog Co.**  
Engineers and Constructors  
Chicago, Illinois, U. S. A.

## The Most Modern Elevator in the World



This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

### Four Stewart Link-Belt Grain Car Unloaders

*Every day in every way we are designing and building better and better Grain Elevators.  
We have built for many of your friends—Eventually we will build for you.  
Why not now?*

**James Stewart & Co., Inc.**

Designers and Builders  
GRAIN ELEVATORS  
In All Parts of the World  
Grain Elevator Dept., W. R. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.



## One of a Group of Elevators

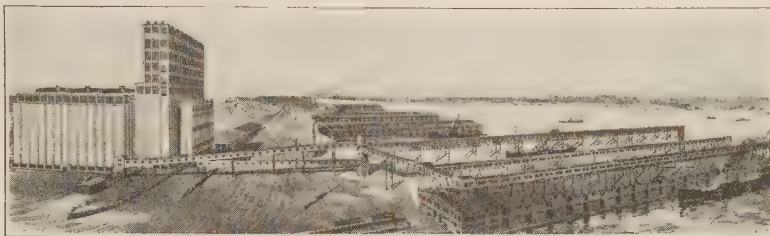
Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.  
The Saskatchewan Co-operative Elevator Co., Limited.  
The Grain Growers' Grain Company, Limited.

**THE BARNETT-McQUEEN COMPANY, LIMITED**

Designers and Builders of GRAIN ELEVATORS  
Offices: Fort William, Ont., Duluth, Minn., Minneapolis, Minn.





**Baltimore & Ohio R. R. Elevator, Baltimore, Md.**

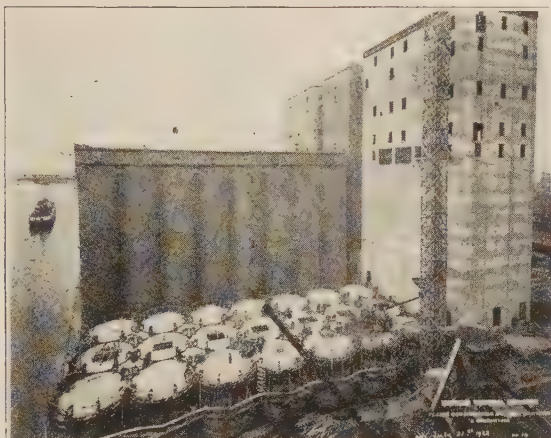
*Now Under Construction*

*Capacity 3,800,000 Bushels*

17 GUILFORD AVENUE,  
BALTIMORE, MD.

**THE M. A. LONG CO.**

Engineers and Constructors  
Grain Elevator Department



**Western Terminal Elevator**

**Ft. William, Ont.**

*Now Under Construction*

**Fegles Construction Co., Ltd.**

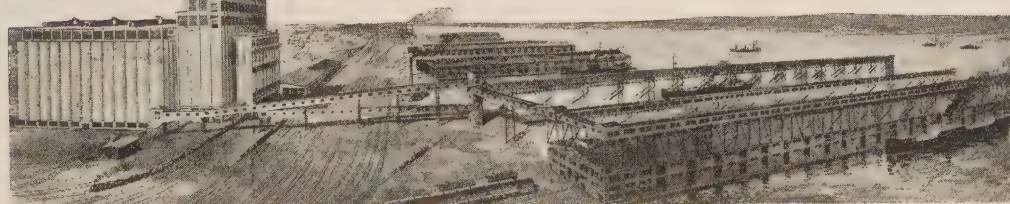
Ft. William, Ont.

Minneapolis, Minn.

Engineers and Constructors

*"A 1923 model that speaks for itself"*

**Baltimore & Ohio R. R.  
Baltimore**



**John S. Metcalf Co.**

Grain Elevator Engineers

108 S. La Salle Street  
Chicago, Ill.

54 St. Francois Xavier  
Street

Montreal, Que.

also at

Melbourne,  
Australia

Buenos Aires,  
Argentina

Vancouver, B. C.

London,

England

**A CAR-MOVER WITH THE "PUSH"**

Order one on 30 days' FREE

TRIAL. Freight both  
ways paid by us if you  
don't find it worth  
the price and  
then some.

Get  
it from  
your dealer

The New Badger  
ADVANCE  
Car-Mover Co.  
Appleton, Wis

Look for the word  
"New Badger"--it  
identifies our product



**Eliminate Weevil**

with

**Liquefied Hydrocyanic Acid**

Developed for the elimination of Moth and  
Weevil in mills, elevators and grain  
in storage.

Endorsed by

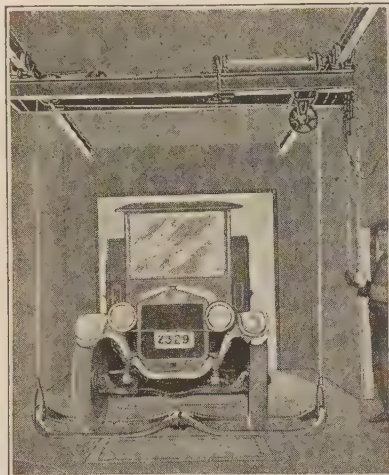
The Mutual Fire Prevention Bureau

**A. R. Young Material Co.**

1710 Grand Avenue

KANSAS CITY, MO.





## Stone's Vehicle Dump

The DUMP that moves and dumps into any number of sinks desired.

Dumps any make of auto or wagon. You can drive onto DUMP from either end of driveway. No holes to cut in driveway floor except those to dump grain in.

All parts on driveway floor. No pits to dig or special floors to build. Rapid in operation. Will hold in suspension at any point.

### Lowest Cost as We Furnish a Complete Dump

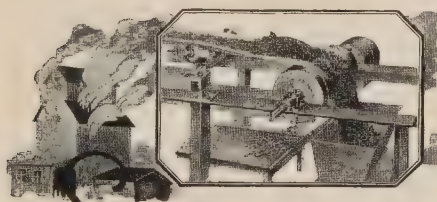
Complete information and cost of this dump is given in illustrated booklet which will be sent on request. Patented and manufactured by

### R. C. Stone Engineering Company

320 Merchants Exchange Bldg.

St. Louis, Mo.

Designers and Builders of Mills, Elevators, Warehouses and similar structures



## Stop tramp iron before tramp iron stops you

TRAMP iron is the mill's or elevator's greatest menace. In the rolls or grinders, or in touching other metal, it causes sparks. One little spark may set off a disastrous dust explosion of fire.

Stop tramp iron! Install Dings Magnetic Separators As shown above, they remove iron before it can do damage. Not even the smallest piece escapes. Endorsed by the National Fire Protection Ass'n. 4000 Dings in use!

Get the free bulletin. It also tells how the Dings saves bolting cloth.

DINGS MAGNETIC SEPARATOR CO.  
642 Smith Street, Milwaukee

*with*  
**Dings Magnetic Separators**  
"High Intensity"

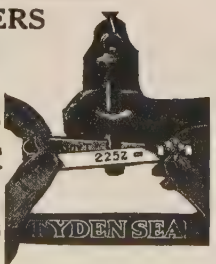
10,000 SHIPPERS  
Are now using

### TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent  
CLAIM LOSSES  
Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.  
Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg., Chicago, Ill.



## KENNEDY KRAFT PAPER AUTO STORAGE COVERS

BEST PROTECTION to the finish of cars while in live or dead storage against dirt and dust damage.

Made from heavy Kraft paper in Standard Sizes to fit all models.

Write for further information.

The Kennedy Car Liner & Bag Co.  
Shelbyville, Indiana

Canadian Factory: Woodstock, Ontario



**IT PAYS TO GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"I desire to express my appreciation of the long-lasting, trouble-proof grinder. Have used a No. 4 ten years & it is less than One Dollar per year for repairs." R. W. Watt, Jacobsburg, O.

10 sizes: 2 to 25 H. P. Write for free catalogue.

N. P. BOWSHER CO., SOUTH BEND, IND.



## The McMillin Wagon and Truck Dump

Requires very small amount of power.

Simple to operate.

Can be operated by hand.

Few, if any, changes required in driveway for installing.

Smooth running.

All parts in plain view at all times.

Dumps shortest wagons and longest trucks into the same dump door.

Small additional cost and you can dump into any number of dump doors regardless of their distance apart.

Can raise to any angle stopping at any point desired.

No extra weight lifted when dumping.

For further information  
Address

**L. J. McMILLIN**

525 Board of Trade Building  
Indianapolis, Ind.

A  
cyclone  
in the  
true sense  
of the word  
has force of  
air without any back draft.



## The New "1905" Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

The Knickerbocker Co.  
Jackson, Mich.

EVERY time you boost the JOURNAL you encourage and help us to make it better.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**EASTERN NEBRASKA** terminal elevator in first class shape; well located. Address 50A13 Grain Dealers Journal, Chicago, Ill.

**STOP!** If our ad runs any longer we will have to refuse to let the mailman in. As it is we have had to put on two extra stenographers just to answer queries.—W. K.

**KANSAS**—Two good elevators at reasonable prices, located at Protection and Wilmore. Reason for selling ranching business. Address W. R. Johnston, Coldwater, Kansas.

**WISCONSIN**—Up-to-date grain elevator and flour and feed house for sale or rent. Write Emil Hauterbrook, 1272 Walnut Street, Green Bay, Wisconsin.

**NORTHERN ILLINOIS**—3 country grain elevators for sale with lumber yard attached. All in good repair. Address 51W2, Grain Dealers Journal, Chicago, Illinois.

**CENTRAL ILLINOIS**—50,000 bu. capacity elevator for sale or lease with privilege to buy. Electric equipment, strictly modern. Address 51Y2, Grain Dealers Journal, Chicago.

**ILLINOIS**—Two grain elevators for sale on traction line, with 20 acres and two modern 5 and 6 room houses, located in McLean County on Traction line. Owner made plenty money, wants to retire. \$5,000 down, \$5,000 a year, 5% interest until paid for. Address W. E. Walker, Bloomington, Ill.

## WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

**MISSOURI**—High grade elevator for sale in big corn section on main line of Santa Fe, good rates to all big markets, also Texas, ample storage, cribbed; best of condition; good equipment; block deeded ground; no competition; very few feeders; sell big bargain, small payment down, balance terms. Address H. C. Howard, Martin City, Missouri.

**OKLAHOMA**—12,000 bushel elevator with 400 ft. good trackage on Rock Island; good coal and feed business in new oil field with average daily cash sales of \$500.00 for the past six months. Good grain point; 12 good merchants on flour jobbing list. One good competitor. Would sell 200-ft. trackage separate. For particulars address P. J. Messer, Mgr. Farmers Co-op. Grain & Elevator Company, Sayre, Oklahoma.

**OHIO GRAIN AND COAL** Elevator for sale. 15,000 bus. grain elevator and 500 ton coal elevator for sale. Located in one of the best communities of N. W. Ohio on two good railroads. A good well-established paying business that handles about 200 cars of grain, hay and coal annually. Requires about \$25,000 capital. Fine opportunity for right party. Address 51X17, Grain Dealers Journal, Chicago, Illinois.

## ELEVATORS FOR SALE.

**IOWA**—Six elevators for sale. Doing a nice business. For particulars address 51U29 Grain Dealers Journal, Chicago, Ill.

**NORTHWEST OHIO**—16,000 bushel elevator for sale; no competition. In excellent condition. Good reasons for selling. For particulars address 51W26, Grain Dealers Journal, Chicago.

**CENTRAL WESTERN INDIANA**—Two 16,000 bushel capacity elevators for sale; 1 electric, 1 steam; in order to dissolve partnership. Address Newton Busenbark Grain Co., Crawfordsville, Ind.

**ILLINOIS**—Elevator with grist mill for sale, doing good business in town of 2,000; good schools and churches. No competition, good reason for selling. Address 411 Darcy Building, Joliet, Illinois.

**CENTRAL ILLINOIS**—A 16,000 bushel capacity elevator for sale; electric equipment, on private ground. Price right for quick sale. Possession immediately. Can make terms. Address 51W15, Grain Dealers Journal, Chicago, Ill.

**IOWA**—Modern transit elevator for sale, first-class condition, capacity 175,000. Operated for past 55 years by present owners, who now wish to retire from business. Address 51X2, Grain Dealers Journal, Chicago, Ill.

**CENTRAL MICHIGAN**—Iron clad grain elevator and brick feed mill for sale, all equipped with up-to-date machinery and doing a good live business. Will sell home residence with business. Address 51W12, Grain Dealers Journal, Chicago, Illinois.

**OHIO** elevator for sale. Only elevator in town; located on Pennsylvania R. R., private ground and spur; electric power. New cement coal bins hold 400 tons; handle 90 cars coal annually, also good feed trade. Must sell to settle estate. Price \$20,000. Address 51Z8, Grain Dealers Journal, Chicago, Ill.

**60,000 BUSHEL** elevator for sale, cribbed, concrete foundation, galv. iron siding and roof, gravity loader, 2 dumps, low drive. Two stands of elevators; large cups, Fairbanks-Morse Automatic Scales, manlift and 15 h.p. motors. Coal bin 80 tons. Built in 1923; one good competitor. Station handles 400,000 bushels and this plant fully a half. Price \$16,000, half cash. Owner would consider a good small farm, priced right. C. A. Burks, Elevator Broker, Decatur, Illinois.

## ELEVATORS FOR SALE

**OKLAHOMA** elevator for sale; 10,000 bushel house, cheap; good town. Price only \$6,000. Address 51P18, Grain Dealers Journal, Chicago, Illinois.

**CENTRAL ILLINOIS** Elevator for sale, about 20,000 bushel capacity, in excellent condition. Handles about 150,000 bushels grain annually, also side lines. Price \$8,500. Address 51Y16, Grain Dealers Journal, Chicago, Ill.

**INDIANA** elevator for sale, 15,000 bushel capacity; handle 50 cars coal and up to 1200 barrels flour per year; also good feed and seed business; located in good town on State road No. 1 and N. Y. C. & St. L. R. R. Address 51Z18, Grain Dealers Journal, Chicago.

**ELEVATOR FOR SALE**—If you do not find the elevator you want advertised, place your wants in the "ELEVATORS WANTED" section and you will receive full particulars regarding many desirable properties not yet advertised.

**OHIO**—Elevator, feed rooms and large cribs for sale; on private grounds on switch from Big 4 and Pennsylvania lines; 15,000 bushels capacity, splendid grain country. Good machinery in running order. Price and terms to sell. Address 51V19 Grain Dealers Journal, Chicago, Illinois.

## ELEVATOR BROKERS.

**ALWAYS HAVE GRAIN ELEVATORS** for sale and would like to list a few more worth the money. Have buyers waiting.

If you are in the market write me fully as to amount you wish to invest and location you prefer.

JAMES M. MAGUIRE,  
6440 Minerva Ave., Chicago, Ill.

## ELEVATORS WANTED.

**BARGAIN IF TAKEN AT ONCE**—Someone is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## FUNNY EXPERIENCES.

### FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

## Adams County Equity Elevator, Decatur, Ind.

will, on December 28th, 1923, be sold for the highest offer. Capacity approximately 20,000 bushels; cribbed construction, iron clad; located on Grand Rapids and Indiana Railroad; electrically operated; fully equipped. Elevator and equipment in excellent condition. Completely equipped office in connection. Terms: Cash day of sale.

C. S. Niblick, Receiver.



## ELEVATORS WANTED.

**WANTED** to lease grain elevator at good grain point; Iowa preferred. Address 51Z6, Grain Dealers Journal, Chicago, Ill.

**WANTED** to lease for year with privilege to buy, elevator in good grain point in North Central Illinois, with coal as side line. Address 51Y6, Grain Dealers Journal, Chicago, Ill.

**WANT** elevator doing good business, preferably in Southern Minnesota, West Iowa or Central Illinois; worth the money. Address 51Z12, Grain Dealers Journal, Chicago, Ill.

**WANTED**—To buy or lease good elevator with side lines; would consider one-half interest with right party; 12 years' experience. Address 51Z9, Grain Dealers Journal, Chicago, Ill.

**WANTED** to buy or lease several elevators in Kansas, Nebraska and Missouri, north of Hutchinson, south of the Platte River and west of Princeton, Missouri. Will make you good proposition and try to put your elevator on a profitable basis. Address 51W10, Grain Dealers Journal, Chicago, Illinois.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

## BUSINESS OPPORTUNITIES.

**WANT TO HEAR** from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th Street, Chippewa Falls, Wisconsin.

**TEXAS**—Half interest for sale in well established, hustling wholesale and retail grain and coal business. Owning valuable property embracing 15 lots, good equipment, elevator, warehouses, trackage, etc. Located in one of best towns in the Union, center of wheat, grain and feed district, North Texas. Need additional capital to do a larger business. \$5,000 will handle deal. If you are a live wire and have the money you can't beat it. Act quick. Address Box 145, Plainview, Texas.

**TEXAS**—Wholesale and retail flour, grain, feed and coal business in city of 7,000 located in lower Panhandle of Texas for sale, consisting of 50 barrel Anglo-American Flour Mill complete, now operating, three-pair-high roller meal and feed mill, 14,000 bushels iron clad elevator with ample warehouses, coal yard, brick office building and grounds (eight lots with 250 feet of best trackage in city.) All in first-class condition. Address Sewell Grain & Fuel Co., Vernon, Texas, owners.

## MISCELLANEOUS.

**STOP! READ! THINK!** This advertiser writes—"Your service brought me 24 replies." We can do the same for you. Don't wait, write NOW.

## NAMES OF POOL MEMBERS WANTED.

Wanted, names and addresses of farmers sued by wheat pool for non-delivery of grain contracted. Address 51W23, Grain Dealers Journal, Chicago, Illinois.

## ACCOUNTANTS

**J. A. CAMPBELL—PUBLIC ACCOUNTANT**

Grain Business a Specialty.  
Write for dates. Sheldon, Iowa.

## HELP WANTED.

**WANTED**—Good elevator man to take charge of machinery. One who understands steam. Address A. P. Bump, Keensburg, Ill.

**MANAGER** wanted for elevator company handling grain, coal, lumber and building material. State age, experience and salary expected. Address John Woodburn, Hillsdale, Ill.

**BIDS WANTED**—The Good Hope Co-operative Co. will receive bids until Jan. 10th, 1924, for manager for the year 1924. Send bids to B. F. Holcomb, Sec'y, Railroad No. 2, Macomb, Ill.

**BEAN** and grain elevator man wanted, having sufficient experience to properly operate all elevator machinery, to superintend and work with other men in elevator to get results. To the man who can qualify we will pay a satisfactory wage with the privilege of purchasing a reasonable financial interest. Address 51Z1, Grain Dealers Journal, Chicago, Ill.

## FLOUR MILL FOR SALE.

**100 BARREL** flour mill for sale, complete first-class condition. \$5,000 cash will handle; investigate this. Address Robert A. Wilson, Cashier, Farmers National Bank, Pleasant Hill, Missouri.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## BAGS—BAGGING—BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.  
WM. ROSS & CO., 409 N. Peoria St., Chicago.

**THE WANTED—FOR SALE DEPARTMENT** of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

## WOOL WANTED.

**ELEVATOR OPERATORS** who have wool to ship will find it to their advantage to tell the 6,700 regular readers what they have to offer. An advertisement in this column will cost you but 25c per type line per insertion.

## It's Money in Your Pocket

to use the Universal Grain Code. Read the following letter, written by a firm that is well known and who are users of the Universal Grain Code.

111 W. Jackson Blvd.

Chicago, Nov. 3, 1920.

Grain Dealers Journal,  
305 So. LaSalle St.,  
Chicago, Ill.

Gentlemen:

We beg to advise that ever since the publication of the Universal Grain Code, we have used it continually with most of our brokers, and find it very satisfactory indeed. We found it a little difficult at first to educate some of our brokers to its use, but finally overcame any objections they had and now we use it almost entirely in transacting our cash grain business between the various markets in the East and Chicago. It is not only very complete in all details but is made up in a manner that permits of considerable saving in telegraph toll.

Yours very truly,

J. C. SHAFFER GRAIN  
EMC\*ES COMPANY

Note what they say about the completeness of the code and how easy it is to find words thru the convenient arrangement. Many other grain firms say the same.

The code contains 146 pages of policy bond paper on which are printed over 14,000 code words for modern, up-to-date trade expressions, every one of which will effect a saving in your telegraph bills.

Follow the example of the J. C. Shaffer Company and stop the leaks in your profits by using an up-to-date, complete grain code.

Send your order today

Price \$3.00

Grain Dealers Journal

309 So. LaSalle St.

CHICAGO



PEERLESS OYSTER SHELL  
FOR POULTRY Peerless Oyster Co.  
1507 Russell St., Baltimore, Md.

Made from FRESH SHELLS Only



## MACHINES FOR SALE.

**ONE NO. 8 Hess Grain Drier** for sale at a bargain; in first-class condition, ready to erect immediately. Address 51W29, Grain Dealers Journal, Chicago, Illinois.

**ONE 20-inch Robinson "Unique" Attrition Mill** for sale with counter shaft drive complete. Used about one week. Good as new. Immediate shipment. Address 51Z5, Grain Dealers Journal, Chicago, Ill.

**DO YOU WANT A MACHINE** that is not advertised here? Make your wants known in the "Wanted" columns. Someone has the machine you want, but has not started advertising it for sale in the Grain Dealers Journal.

## HALL DISTRIBUTOR FOR SALE.

7" 12 duct. Net \$139.50.  
Sells to trade for \$155 complete with dial board (2 pieces attached). One bundle of pipe. Brand new, never uncrated, f. o. b. Creston. Ia. Younglove Construction Co., Sioux City, Iowa.

**SAVE YOUR MONEY.** Write us for prices on new or used Separators—Oat Clippers—Corn Shellers and all kinds of Elevator Machinery, Elevator Buckets—Manila Rope—Fibre Clad Wire Power Shovel Ropes—Belting, etc. Also new and used pulleys. Standard Mill Supply Co., Kansas City, Mo.

## FOR SALE.

One 22" Bauer Ball Bearing Attrition Mill.  
One 24" Dreadnaught Ball Bearing Grinder.  
One 18" American Grinder, motor attached.  
One 18" Dreadnaught Grinder.  
One 16" American Grinder and corn cracker.  
One 18" Monarch Attrition Mill.  
L. F. PERRIN, BOX 653, MADISON, WIS.

## SHELLERS AND FEED GRINDERS.

10 Bowsher, Star, Diamond and Letz mills.  
7 Williams and Gruendler, hammer-type mills.  
5 Two and three pair high corn rolls.  
3 Midget Marvel Self-Contained Flour Mills.  
7 Corn shellers, cleaners and graders.

All above machinery practically as good as new. Will sell at attractive prices and terms. Address H. C. DAVIS, BOX 393, BONNER SPRINGS, KANSAS.

**FOR SALE**—Attrition Mills; 1—24" motor driven ball bearing; 1—18" ball bearing Dreadnaught; 10 plain bearing. Two 3 high and two 2 high feed rolls; Union Iron Works corn shellers, 3 other shellers; 10 large elevators; 10 small elevators; 5 Bowsher Mills; 1 Huhn Cereal Drier; Scales; Motors; Cleaners; Separators; Pulleys; Shafting; Hangers; Conveyors. Write us and save money. A. D. Hughes Co., Wayland, Michigan.

## REAL BARGAINS.

**Prompt Attention.** Quick Shipments.  
When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,

9 S. Clinton St.

Chicago, Ill.

## ENGINES FOR SALE.

**15 H.P. OTTO Gas Engine** for sale. Runs like new. Bargain for quick sale. Address Box 175, Wetmore, Kansas.

**REPLY REGARDING MY AD.** I received twelve answers from the first appearance. In fact, sold machine to first inquirer—could sell a carload of them from one insertion.—C. A.

## SCALES FOR SALE.

**SECOND HAND SCALES** for sale of any make, size, or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

**BRAND new 8 bushel Fairbanks Automatic Scale** for sale. This scale has never been out of the crates. Reason for selling have purchased larger size. Address George Schissel, Vincent, Iowa.

**WANTED** to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

**FOR SALE**—One ½ bu., two 1 bu., four 3 bu., one 4 bu., and one 6 bu. Richardson Automatic Grain Scales, some new. One 5 bu. Fairbanks Automatic. One 5 bu. and two 6 bu. Richardson Sacking Scales. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

## Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.



## AGRICULTURAL GYPSUM

Start to Sell it!

Write today for information detailing its value in clover fields, in poultry houses, barns, and in the control of insects and potato scab.

**THE GYPSUM INDUSTRIES**  
Dept. 94 844 Rush St., Chicago, Ill.

## SITUATION WANTED.

**POSITION** wanted as manager of farmers elevator in the corn belt; 12 years' experience handling corn, grain, lumber and livestock. Address 51Y13, Grain Dealers Journal, Chicago.

**POSITION** wanted as manager of grain elevator by man with 10 years' experience in buying and selling grain, lumber and coal. All references. Address 51W22, Grain Dealers Journal, Chicago, Illinois.

**SITUATION** as solicitor wanted by a man of experience and wide acquaintance in Illinois, Iowa and South Dakota. Well posted; first-class references. Address 51U3 Grain Dealers Journal, Chicago, Illinois.

**POSITION** wanted as manager of elevator, or traveling or other connection with a good grain firm. 12 years' experience, mostly for my own account. Can handle any proposition connected with the grain business. Address 51Z10, Grain Dealers Journal, Chicago, Ill.

**MARRIED** man, 40, would like permanent position in grain elevator either country point or terminal considered. 10 years' experience as manager of country station handling grain and lumber, 5 years as supt. of terminal elevator. Best of references. Address 51Z13, Grain Dealers Journal, Chicago, Ill.

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**DYNAMOS AND MOTORS WANTED**—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

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All prices are f. o. b. Chicago.

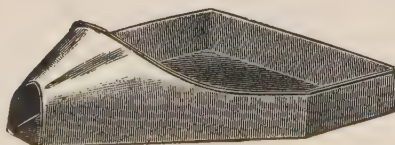
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Seed Trade Directory

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## CHICAGO, ILL.

Dickinson Co., The Albert, seeds.  
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Bowman Bros. Seed Co., field seeds.

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## NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants.  
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## ST. LOUIS, MO.

Agricultural Seed Co., cow peas.  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

## ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

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extends to its friends, customers  
and the trade generally, its sincere wish  
that they all may enjoy

A Merry Christmas

A Happy and Prosperous New Year



## GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, DECEMBER 25, 1923

### Greetings!

You have the best wishes of our entire staff for A Merry Christmas and A Happy, Prosperous New Year.

AT LEAST one auditor of country elevator accounts has proved his incompetence or else developed special ability as a whitewash artist.

THE MANY quack nostrums prescribed by the demagogues and the petty politicians for the wheat producers have brot them nothing but wasteful and expensive service.

EUROPEAN EXCHANGE has dropped so much recently as to effect a further handicap to our grain exports. The Agricultural Bloc will probably blame the railroads or Wall Street or some other indescribable influence.

THE GRAIN dealer who keeps posted on what is being done and said by the progressive men in the trade is always ready to meet the new problems at his station. He has already studied the difficulty long before it developed and knows how others solved it.

THE MOST "orderly marketing" service ever rendered the grain producers of any land has long been rendered by the regular grain dealers of North America, and at a cost that is a fraction of the marketing costs common in other exporting countries. The claim that pool promoters without either knowledge of or experience in grain marketing can increase the efficiency and reduce the cost is so impossible as to be ridiculous.

COMPLICATED accounting systems designed by Government theorists or efficiency sharks may appeal to accounting experts, but they confuse and confound the average grain man attempting to learn the true status of his business. A simple set of books saves time, work and worry.

THE POOL promoters who have been striving to gain control of the farmers wheat for the next five years are being vigorously denounced by the co-operative elevator ass'ns in the wheat surplus states. As soon as the politicians learn of this most of them will run for their lives whenever anyone suggests a pool.

CAUSES of elevator fires which have occurred recently include back fire of gasoline engine, sparks from cob burner beside elevator and sparks from attrition mill. In each case the spread of fire was aided by a bountiful supply of dust. The dirty plant not only welcomes sparks, but expedites the rapid spread of fire. Better start the new year with a clean house.

BIG BUSINESS builders always have heaped full their measure of success by starting the new year with a fixed goal in view and then persistently urging every member of the organization to contribute his full share of push and enterprise to insure the attainment of that goal. What is your goal? Better write it out and post it up where you will see it frequently.

IF YOU think it is fair that the marketing of farm products should be taxed on all interstate wire messages, ask the farm bureau agitators to have the tax increased. If these special taxes convince you that your business is unduly burdened write, wire or phone your representatives in Congress to support the bill repealing these taxes. The quicker you get into action the sooner you can expect relief.

DID YOU ever hear a wheat producer kick when the speculators cornered the market, thereby increasing the demand and boosting the price? Invariably the farmers were always helped by the bull speculators, yet they have thoughtlessly accepted the shallow claim of the petty politicians that the Capper-Tincher law helps the producers, while it drives the speculators out of the grain markets. An active demand for wheat will always help prices whether it be for speculation or consumption, so naturally any legislation or regulation which strangles demand will depress prices.

A MARKED reduction in the cost of handling grain has frequently been prescribed and recommended, but that source of all wisdom, the Federal Trade Commission and some radical agitators have taken up the call and echoed it on down the line. However, every specific remedy tried out has effected an increase in the cost of handling grain. If the agitators would only do something to induce country elevator operators to determine their cost of handling grain they might be induced to increase their handling margin to a point where they will have something left after the grain has been marketed. Country buyers seldom take wide enough margin to play safe.

REGULATION OF brokerage houses is proposed by Samuel Untermyer who claims to be representing the People's Legislative Service. Sam claims to be striking at the bucket shop evil, but we suspect that he is simply planning to provide additional inspectors and detectives to further interfere with business and thereby making the employment of more lawyers necessary for any kind of business operation.

WOULD YOU enjoy having the government attempt to compel you to consolidate your business with the run-down, mismanaged shack across the street? Of course not; and neither do the live, progressive, successful railroads enjoy the idea of being compelled to consolidate with the failures. It is not fair and it will not promote enterprise in furnishing up-to-date transportation facilities to the people of the land.

THE SUCTION OF bulk grain when being rapidly drawn from bins or vessels is so great that none can hope to withstand its force. A Buffalo inspector who stepped into the hold of a steamer from which grain was being elevated recently was quickly suffocated, notwithstanding the marine leg was immediately stopped and hundreds of helping hands struggled to save him. The suction of bulk grain is a force not to be trifled with.

THIS NUMBER closes the fifty-first volume of the Journal. Our entire staff has striven earnestly to help our large army of friends and supporters to better business and we trust our efforts have not been in vain. We hope to serve the trade more efficiently than ever during the coming year and beg that when you do not find the trade information wanted you will make use of our "Asked-Answered" department. It is free.

ALL INSURANCE companies insuring flour mills and grain elevators against fire complain that no grain storehouses contain any supplies, yet Senator Norris who has positive evidence of the crying need for more warehouses has a pet bill which will provide a revolving fund of a hundred million dollars to erect warehouses and elevators to store grain for export. The country elevator has ample storage space. What is needed most is an export demand for our surplus but there is no need of the government interfering; we have ample storage room for all the crops produced.

THE BUYER OF an elevator at Handel, Sask., ordered that all scales be inspected and tested before the new crop started to move. Upon learning that the beam was false a new beam of the best type was ordered, but before the change was made and before any grain was handled, the false beam was discovered and the new owner fined for possessing a defective scale, altho he unknowingly bot it with the elevator. Every grain merchant owes it to himself and to his business to have his scales inspected frequently to make sure that he is not short weighing customers or paying for more grain than he gets. A defective scale might send a grain dealer into bankruptcy if not to jail.



BUCKET SHOPS are now being opposed at every turn by the New York Stock Exchange in the hope of checking the swindling operations of these sharpers. If a bucket shop customer believes the market has gone against him, the bucket shop wins; but if the market favors the customer the bucket shop closes up and moves around the corner where it opens up under a new name. Suckers who fall for that transparent trick will be separated from their money by some new play if the bucket shops are closed.

PROMOTERS of marketing pools do not seem to have any friends in the co-operative marketing ass'ns. The resolutions adopted at the Des Moines and Omaha meetings gave Chief Push Aaron Sapiro an awful chill, and sad to relate both he and his fellow conspirator W. Petet have been divorced from the American Farm Buro. Evidently some farm workers have lost faith in pooling as a sure cure for all the farmers' troubles or else they have pet schemes of their own which will profit them more to push. Farmers have been worked so hard by loud-mouthed agitators the wise ones involuntarily grab their pocketbooks whenever they hear one of these sympathetic shouters start to bellow.

CO-OPERATIVE live stock shipping ass'ns do not always give each member the value of his cattle. Some members of the ass'n contributing toward a shipment are docked by the commission firm at the stockyards, while others have their account sales swelled at the expense of the poor farmer who did not stand in with the local manager. Acting under the new packers and stockyards act of 1921 the U. S. Dept. of Agriculture has just made public the confessions of guilt on the part of three live stock commission firms at South St. Paul, Minn. In some cases the discrepancies in the accounts unearthed by the ubiquitous federal authorities are probably unintentional errors in bookkeeping. There has long been a suspicion that some commission firms were giving a rake-off to managers of co-operative companies who favored them with their business, but the federal government has so far failed to prove this graft.

INSURANCE policies have to be construed strictly as worded; and it is for this reason the insurance companies lay stress on having different policies by different companies on the same risk read the same so that the loss can be properly apportioned among the underwriters. It is of still more interest to the elevator operator to have the policies read so that his risk actually is covered. As reported elsewhere in this number of the Journal one North Dakota elevator operator, whose house burned last January, since has had to dig down into his own pocket to pay insurance on grain represented by scale tickets, his policies of insurance covering only such grain as was represented by storage tickets. The grain was in the house and he thought he was insured; but the farmer got judgment against him for \$850. Sad to relate, it would have cost the grain dealer nothing to insure the grain as the agreement with the farmer allowed the buyer to charge the cost of insurance up to the farmer.

THE DUTY ON FLAX will be increased from 40 to 60 cents a bu. if Senator Ladd succeeds in having his views put into force for which he has made formal application to the Tariff Commission. If flax farmers can not hold the home market with the protection of an import duty of 40c a bu. they will not hold it at 60. If the petty politician with no knowledge of economics would stay away from our legislative halls for a few years business might get a chance to function normally.

ORAL CONTRACTS cannot be safely entered into for a large amount of grain in any of the grain surplus states because oral contracts involving amounts in excess of \$50, \$100 or \$200 ranging in different states, will not be recognized by the courts, hence it behooves grain dealers to insist upon written contracts whenever they enter into an agreement for the purchase or sale of large quantities of grain. Written contracts always are preferable because they give each party to the contract a definite statement of the other party's intention so that misunderstandings can be corrected before changes in the market discourage corrections.

### Railway Consolidation.

In his annual report, issued Dec. 8, the Sec'y of Commerce approves railway consolidation. His argument is that the difficulties of reorganizing the rate structure so as to secure simplification and to give relief in primary products—agricultural, coal, etc.—by a fairer burden upon finished and LCL goods are almost insuperable until the different systems are possessed of more diversified traffic and until the weaker roads have been absorbed.

Many years ago it was feared that just such consolidations would be effected, by the stronger roads absorbing the weaker lines. The lawmakers of that day worked to prevent the control of the smaller roads by the big systems, with the idea that competition should be preserved.

Now the government is in favor of consolidation, and the Sec'y even advocates condemnation and purchase of the securities of owners of roads who decline to go into a consolidation, whereas under the free for all competition of former times the consolidation was by natural selection.

Behind this new advocacy of consolidation by the government can be detected the feeling that government control of rates is a failure in its inability to keep alive the poorly located, poorly managed and badly constructed roads. Instead of admitting failure the authorities desire to keep moribund lines in operation by hanging them like a millstone about the neck of some neighboring prosperous system. Left to themselves without government interference the weaker lines would be sold out in receivership, recapitalized on a lower basis and kept in operation without regard to the fixed charges imposed by the original and unwise first investors in their securities.

The railway managements are not opposed to consolidation; but they desire to make such consolidations as will conserve the interests of

their own traffic and their own security holders. They do not want to have thrust upon them consolidations dictated by political expediency. Government never has to consider economy in operation; deficits can be met by assessing the taxpayers. The operation of the lines by the U. S. Railroad Administration showed that centralized power is unable to adjust itself to local problems, and prefers to ignore these local differences, as shown in the work of the U. S. Railroad Labor Board, a heritage of the war, which gives a track worker the same pay everywhere, whether he is a negro in Louisiana living in a shack along the track or a white man up north having a family to support. Under free competition the railroad company would have to pay more only where the cost of living was higher.

### 1923-1924.

Can you look back over the record of your business for 1923 with satisfaction or even without gritting your teeth a bit?

Have you striven more earnestly than ever to win the confidence and kindly consideration of all prospective customers and of competitors?

The more earnestly every grain dealer strives to serve the more helpful will he be to his patrons and to his community.

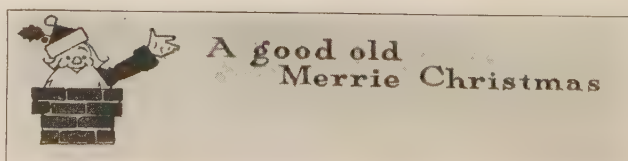
Did you ever stop to think Who was the most kindly grain merchant you ever knew? Did he enjoy the friendly consideration and patronage of the best farmers of his section? Did they esteem his brotherhood and lean on his judgment without being glad of the privilege of marketing grain at his elevator? Was he held in high regard as a man, as well as a successful grain merchant?

In your sober serious analysis of 1923 losses you can find many practical suggestions for avoiding the expensive pitfalls during the coming year. You know the successful transactions of which you are proud. Maybe you can enlarge on some of them with increased profit to your business. But whatever you do, remember that depressed inactivity will get you nowhere.

The malicious slanders circulated by scheming agitators and pool promoters are solely for their own selfish ends, and eventually will reflect on the false disseminators more than anyone else. Carefully keeping the value of your service and your business to the community continually before those you are seeking to serve must make many of them deaf to the greedy entreaties of the loud mouthed agitators who seek profit by maligning you.

Many country grain merchants are trying to conduct so many side lines they experience real difficulty in attaining enough reward for their grain trade efforts to justify any investment in grain handling facilities. Such men owe it to themselves and their communities to take in a partner or to sell some of their side lines. Every man has limitations of time, strength and capabilities. None can hope to succeed in all lines, and the fewer the lines receiving one's close attention the more probable the success.

The time for the careful survey of your business record for 1923, and methodically planning for 1924 is at hand. What are you doing about it?





### "Orderly Marketing."

"Orderly marketing" has become a pet phrase of pool promoters, who use this term even more freely than "co-operative marketing." Thousands of farmers have learned the merits and demerits of co-operative marketing by actual membership and experience. To them co-operative marketing is a stale story; and the agitators have had to devise something new to kindle the wheat growers' imagination and arouse his enthusiasm to the point where he will sign up for 5 years of slavery. "Orderly marketing" is sufficiently vague to meet the requirements of a lure. One of the principal requirements of a swindler's bait is that it should be too remote to be investigated, or the proposition must be too indefinite to be analyzed.

Orderly marketing is nothing new in the grain business. Marketing in the grain trade always has been orderly. After the grain left the hands of the farmer at the country station it has been in the hands of specialists in marketing who were keenly interested in getting the most for it. The country dealer searched for the best bidder or consigned to the highest market, and his sales were reflected back to the producer in the higher price paid the farmer. In his well ordered business the country buyer never loaded a car and rushed it to market without knowing that it was the best accessible market. The regular dealer never shipped grain to an overstocked market and sold his carload after its arrival at the bottom prices, as do some farmers who ship their own potatoes or other produce. He has always consigned his grain to keen, alert receivers who were instructed specifically as to grade and price wanted. Some shippers have accepted the highest bid and then leisurely loaded the grain in an orderly way.

The pool promoters never have defined the term "orderly marketing" that they employ so glibly. It suits their purpose better not to have the words defined. If they were pinned down to something definite the doubters could demolish their proposition. Having pinned down the promoters to a location such as a swamp in Panama the investigators could prove there was no such animal as the Bayano River Development Co. or "orderly marketing."

In the absence of a definition by the agitators it will be fair to assume they mean a holding of wheat off the market immediately after the harvest and its sale gradually spread over the remaining months of the entire year. To those ignorant of the fact that wheat is harvested in some part of the world every month of the year the phrase, orderly marketing, sounds well as meaning a gradual marketing. Assuming that the United States is the only country producing wheat it seems logical to spread the marketing over the entire year; but the fact is that wise marketing requires the sale of American wheat when other sources of supply are not pressing their product on the market. About the only certainty in the marketing of wheat is that the world's consumption is about the same every week in the year.

Altho home grown supplies in any country may temporarily avoid the necessity of immediate imports the grain merchants never have hesitated to keep the grain moving their way

in an orderly manner. An example is the Maltese Islands, which last year produced 248,000 bus. of wheat, enough to last the population 80 days. The merchants do not hesitate to contract for the importation of sufficient to make up the annual requirement of 1,500,000 bus. in the Islands. In the same way the grain importers of Europe arranged for the shipment of 654,206,000 bus. of wheat during the year 1922, an average of 12,580,000 bus per week, from the various surplus countries. The smallest loadings for any week were those of June 10, 6,337,000 bus., and the largest, 19,920,000 bus. For 38 weeks the loadings came within 2,000,000 bus. of the average, showing how uniformly the wheat is taken.

This orderly supply of wheat to the importing countries of the world does not imply such a graduated selling by the producing countries as is advocated by the wheat poolers of the United States. Australia shipped 5,960,000 bus. in the week of Jan. 21, and only 96,000 bus. in the week of Dec. 16. The Argentine shipped 6,534,000 bus. in the week of Mar. 18 and only 601,000 bus. in the week of Oct. 14, when the United States and Canada were coming in strong with the maximum of 17,108,000 bus. for the week ending Dec. 2, against a minimum of 3,029,000 bus. for the week of June 10.

It can be seen from this that the graduated marketing of the poolers fails to adjust itself to the demand. The poolers would withhold their wheat when the demand for it was good and undertake to sell it when there was no demand. What would we think of a coal mine operator who refused to sell all his coal during the winter, and held some of it off the market to sell in the summer time when no one wanted coal?

The less the professors, politicians, and pool promoters know about selling grain the more eager are they to suggest a remedy for an evil that does not exist outside of their own disordered imaginations.

### Farm Credits Not Needed Nor Used.

The self-appointed farm leaders made such an outcry for more credit facilities for the farmer that the creation of government loan agencies has been greatly overdone.

Under the intermediate credit bank act of Mar. 4, 1923, the new banks have loaned only \$30,000,000 where the hue and cry was that a billion was needed to save the financial life of the farmer.

Under the Iowa state farm loan act only a few farm cribs have been sealed as "warehouses" by courtesy. Under date of Dec. 14 the secretary of the local supervisory board at Lohrville, Ia., writes that only one crib has been sealed.

The lack of demand for credit aid is confirmed by the report just made by the War Finance Corporation on its operations from Jan. 4, 1921, to Nov. 30, 1923. On Nov. 30 the Corporation did not have a single dollar outstanding on domestic grain loans. On applications for \$36,790,189 approved, the grain loans actually taken were only \$2,543,391, all of which has been repaid. Considering that the grain crops of the United States are valued at billions of dollars this may be compared with

the labors of the mountain that brot forth a mouse.

Typical is the \$15,000,000 advance "approved" to a "co-operative marketing ass'n operating in Minnesota, North Dakota and South Dakota," of which the equity concern actually borrowed only \$12,200, about enough to finance 8 carloads of wheat.

Loans aggregating \$202,590,000 to 33 co-operative marketing ass'ns were authorized; but the Corporation itself states that "Altogether, the ass'ns have actually used only \$40,573,000 of their commitments with the corporation," including live stock cotton and all other commodities.

This official report on the total lack of demand for credit should lead to the dropping of the several credit schemes already launched in the present Congress.

### Too Much Business Done Without Profit.

In the largest market centers the grain receivers have been complaining of poor business. A few report that their own volume of trade has fallen off; but the statistics show that the receipts as a whole have been holding up well, when fair comparisons are made.

Altho the receipts of wheat at Chicago during November were only 1,591,000 bus., against 3,198,000 bus. in November, 1922, yet the receipts during August were about the best ever, 22,210,000 bus. During 10 years of the pre-war period from 1905 to 1914 the Chicago wheat receipts from July 1 to Dec. 31 averaged 23,125,000 bus. This year the receipts since July 1 to Dec. 1 have been 41,335,000 bus., with the month of December still to be added; so that, the pessimists to the contrary notwithstanding, business so far on this crop has been over 80 per cent better than during the 10-year period.

Causes other than small volume of business must be found to explain the absence of profit. One of the principal causes is that while the grain business, year in and year out, always has been done on an extremely small margin of profit, the costs of doing business have been increased by influences outside of the grain business. Office rentals and clerk hire have doubled, due to the demands in other lines of business. The trade could endure this added cost were it not for government interference and taxation. The government tax on futures and on wire messages together with extra cost of complying with Governmental regulations is eating up the profits of those who are active.

In any line of business the natural result of severe competition is the elimination of the unfit, with larger profits thereafter for those who remain. The elimination has been general, both at the country stations where so many farmers' co-operative elevator companies have gone to the wall and in the terminal markets where many grain firms have liquidated or gone into the hands of a receiver.

The present unsatisfactory state of affairs could be changed almost over night if every dealer in grain would firmly refuse to buy or sell except at a real profit. This policy will have to be adopted eventually, why not now?



## Asked— Answered

[Readers who fall to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Charge for Weighing?

*Grain Dealers Journal:* Our last shipment of oats went to a Pittsburgh broker, who, in turn, sold or stored them. The return reports show an unusually high rate was charged for weighing and inspection on these cars, more than on previous shipments.

Can the Journal advise if there is a legal charge fixed for this service at Pittsburgh?—Ivan W. Syler, Syler & Syler, Nappanee, Ind.

**Ans.:** All charges for inspection and weighing are subject to change by the same authority that established them. Rates do not change when established by the legislature until the lawmakers again convene, and usually remain the same for years.

When the charges are fixed by the grain exchanges they are lowered or raised to adjust them to the cost of performing the service, as there is no desire to make a profit out of the work.

When the number of carloads of grain received at an elevator is small and a man has to be stationed there every day to weigh the grain the cost per carload is so much greater that the charge must be heavier per carload.

The charge on the carload in question may have been an error and it is advisable to call the attention of the elevator operators to it with a view to having it reduced to the regular rate for the service.

When the federal government licenses an inspector it does not fix the rate to be charged by him for inspection. If he is employed on a salary by an exchange or board of trade the exchange fixes the fee.

### Brokers Taxable?

*Grain Dealers Journal:* The Internal Revenue Collector for this district for the past year has been making very strenuous efforts to collect from grain brokers, as well as grain dealers who handle consignments, a special tax of \$50 a year, and basing his position on the fact that the ruling stipulates this tax is collectable from merchants and brokers who handle merchandise or produce, and they have assumed the authority of placing grain under the heading of produce, which we must say is certainly a rather liberal construction of the term.

Some of the brokers are paying this, not only for the current year but also several years back, as well as 25% penalty, but for our part we are fighting it teeth and toe nail and don't propose to pay it until every effort we know of has been made.

It is our understanding that this district is the only one where any effort has been made to collect this tax.—Blewett Grain Co., Ft. Worth, Tex.

**Ans.:** The law reads as follows:

(Sec. 1001). (1) Brokers shall pay \$50. Every person whose business it is to negotiate purchases or sales of stocks, bonds exchange, bullion, coined money, bank notes, promissory notes, other securities, produce or merchandise, for others, shall be regarded as a broker. If a broker is a member of a stock exchange, or if he is a member of any produce exchange, board of trade, or similar organization, where produce or merchandise is sold, he shall pay an additional amount as follows: If the average value, during the preceding year ending June 30, of a seat or membership in such exchange or organization was \$2,000 or more but not more than \$5,000, \$100; if such value was more than \$5,000, \$150.

In the trade "produce" does not include grain, but only such perishables as fruit, vegetables, eggs, poultry and dairy products. As understood in the trade a grain broker is not a produce broker, and not being specifically mentioned in the law would not be subject to the tax.

In legal phraseology, however, and in the common acceptance of the word, "produce"

would cover the annual crops whether of grain or perishables intended for consumption as food. Also, the law includes members of exchanges where "produce or merchandise" is sold, so that if the broker did not come under the produce class he would come under the merchandise class.

Therefore any appeal to the courts would seem hopeless. At Chicago the grain brokers are paying this tax.

### Strike Clause Extending Time?

*Grain Dealers Journal:* Just before the railroad strike occurred July 1, 1922, we contracted with the \_\_\_\_\_ Grain Co. to ship it 27,000 bus. of wheat. As the strike was imminent we were cautious about selling grain for future delivery and when the \_\_\_\_\_ Grain Co. called us on June 29, 1922, we informed it that unless we could insert a strike clause which would protect us on price, we would not sell.

The company informed us that we should write a strike clause and it would be sent in to its main office for acceptance. On the morning of June 30 we offered them 27,000 bus. of wheat at \$1.28 $\frac{3}{4}$  per bu. July 15 shipment, grade No. 1 hard; all July \$1.27 $\frac{1}{2}$ , and August \$1.24 $\frac{1}{2}$  delivered to New Orleans, La., for export. We inserted the following strike clause in the offer: "In case of strike, time of shipment is extended automatically the number of days of the duration of the strike without penalty."

This grain was offered for sale thru the manager of the buyer's wire office. He wired the offer, including the strike clause, to the main office and the sale was booked. We received confirmation in due time.

The railroad strike was called on July 1. We started receiving wheat and in a few days had the 27,000 bus. to deliver. We ordered cars on July 1, and when we did not receive them we took the matter up with the buyer's local manager, also the car superintendent of the railroad. He informed us that, due to the strike, he could do nothing for us. The manager of the buyer's local office then took the matter up with one of the connecting lines and was promised a train load of cars to be set over on our line the next day. He then called the car superintendent and was informed that the railroad could not handle the cars thru lack of men due to the strike.

In the meantime we had received a very few cars which we loaded and shipped on contract. On Aug. 14 we received account sales on some of the cars and noted that the \_\_\_\_\_ Grain Co. had figured the price at our contract price after July 15 shipment.

Altho the shipments were made after July 15, the strike clause in the contract extended the time of shipment in case of strike for the duration of the strike. We notified the company of this by letter at once and asked correction but did not receive a reply.

We filled our contract as soon as possible and then asked for settlement in accordance with the terms of the strike clause but the buyer refused and took the position that our contract was to be extended from the last date of shipment, or Aug. 31. We contend that the extension, in case of strike, would be on the contract as a whole. In other words, if the strike lasted sixty days, we would start delivery on that date as of July 1.

Will the Journal kindly give its opinion as to our rights in this matter?—Ben T. Axford, Junction Grain Co., Petersburg, Ill.

**Ans.:** As the clause did not contain anything limiting its application to shipments made during August the same extension of time must be understood to apply to all three periods of shipment. In fact the shipper could not be required to load out any grain whatever during the strike.

As the market for No. 2 hard held strong all thru the first half of July around \$1.16 to \$1.20 per bushel at Chicago; and dropped as low as \$1.00 even on Aug. 21, it is easy to see why the buyer wanted to get out of the deal.

If the market had advanced and the seller had insisted that the strike clause canceled the first part of the contract (just as the buyer now insists) would the buyer have consented?

Not at all. He would have insisted the contract was still good and fully extended and held himself quite as willing to pay \$1.28%.

### Bad Order Cars at Shipper's Risk.

*Grain Dealers Journal:* We loaded car L. & N. 4332 at Saunemin, Ill., with corn on the Wabash railroad. Carrier obliged us to sign the B/L relieving it of any damage on account of loss because car was in bad order. At that time the only cars we could obtain were bad order cars and the carrier was coercing its shippers by forcing them to load such cars.

The car in question was shipped to Chicago and reported by H. A. Foss, weighmaster, to have been in good condition the morning it arrived. Later in the same day the car was found to be badly leaking at bottom of bulged grain door and report states that 50 bus. were lost or scattered along the tracks.

We made claim on the railroad for \$75.72 on the ground that car arrived at Chicago in good order, but reswitching caused it to leak at door.

We feel that the railroad should furnish shippers with good cars to load grain and not force them to load bad order cars at their own risk of loss.—Saunemin Elevator Co., Saunemin, Ill.

**Ans.:** Shipper who loads a bad order car after having first been notified that car was unsafe assumes the risk as endorsed on the B/L.

Shipper's duty is to refuse to load bad order cars and wait until a suitable car is provided. Under the rules, a shipper is entitled to a car fit for grain loading.

In this case the shipper must bear the loss.

*Grain Dealers Journal:* I notice in a recent issue of the Grain Dealers Journal, the letter of the Saunemin Elevator Co., Saunemin, Ill., in reference to a claim for loss on a bad order car where the shipper signed a bill of lading relieving the railroad from damage on account of loss because the car was in bad order. [Published above.]

It may be interesting for you to know some time ago I tried out an exactly similar kind of a case on behalf of the Sibley Grain Co., Sibley, Ill., against the Wabash R.R., and the result of the transaction was that the shipper's claim was sustained in the Municipal Court of Chicago, and after the matter was appealed to the Appellate Court, the railroad made settlement paying for the same in full, plus costs.

If the car did not move outside of the State of Illinois, it is necessary for the railroad to show by evidence over and above and outside of the B/L that the shipper expressly consented to this provision written on the front of the B/L,—a thing which the railroad in actual practice could not prove in nine cases out of ten. On shipments moving outside of the State of Illinois, I hardly see how the railroad can insert new provisions relieving them from liability in the B/L without the authority of the Interstate Commerce Commission thereto.—Owen L. Coon.

**Ans.:** The reply to the Saunemin Elevator Co. was based on its statement that the shipper gave the release knowingly; and that before loading the car the shipper had been informed the railroad company would require the release to be indorsed on the B/L. Of course, if the shipper loaded a presumably fit car tendered him without notice that it was in bad order, and the carrier thereafter gave him a B/L with a release the shipper could refuse to sign the B/L; and if the railroad company thereafter moved the car it did so at its own risk.

The question of release is most important. It was stressed by the Superior Court of Delaware in a decision given in July, 1922, and published in the Atlantic Reporter of Dec. 13, 1923, page 546, in *Hercules Powder Co. v. Pennsylvania R. Co.*, in the following words:

We are of the opinion that although the shipper furnished a defective car, the carrier is liable for loss resulting from the defect, if the loss could have been prevented by reasonable diligence on the part of the carrier in inspecting the car. (*Ala. G. So. R. Co. v. Morris & Co.*, supra; see, also, *Ala. & V. Ry. Co. v. Amer. Cot. & Oil Co.*, 249 Fed. 308, 161 C. C. A. 316), unless the facts are such as to warrant the conclusion that the shipper had released the carrier from any liability (*Cleveland, C. & St. L. Ry. Co. v. Louisville Tin & Stove Co.*, 33 Ky. Law Rep. 924, 111 S. W. 358, 17 L. R. A. [N. S.] 1034).



## Side Track Agreement?

*Grain Dealers Journal:* The B. & O. R. R. has asked me to cancel my old side track agreement and to sign a new contract. The elevator and the track are located on my ground. Under the old agreement I had the exclusive use of the track; but in the new contract it is provided "The railroad shall have the right to use, without cost, the whole or any part of said side track in connection with other business than that of the second party."

It looks to me that if I sign that agreement it will cut me out of my revenue from the track and also give others the right to load grain on that track.

In the first place they asked me to send them the old agreement, which I did; and then they sent me the new agreement, and I did not like the way they had it written up and I asked them to return the old agreement. They had all kind of excuses, and I finally told them when they sent me the old agreement back for comparison I might sign the new one, and I have been holding off. Now they want me to send the old agreement back to them.

The old agreement reads in part:

In consideration of One Dollar, and of the benefits to the Second Party, it is agreed that the First Party will construct said side track as above indicated upon the following terms and conditions: The Railway Company agrees to construct said track at the expense of the Second Party, for the entire actual cost thereof which the Second Party agrees to pay. The Second Party agrees to deposit with the First Party, upon the execution of this contract, the sum of \$678.61, the estimated cost of said track. The Railway Company agrees to refund to the Second Party the actual cost so paid excepting the cost of the ties, grading, labor of laying track and construction of sewer, at the rate of \$2.00 per car on each carload forwarded from said track within a period of two (2) years from the date said track is completed and ready for use, any amount remaining unrefunded at the expiration of such date to be forfeited to the railway company.

Said side track shall be maintained by the first Party and the cost thereof shall be borne by the First Party.

The ownership of said track shall be vested as follows: In the Cincinnati, Hamilton & Dayton Railway Company, and each party hereby disclaims ownership in any portion of said side track other than above designated; but the First Party shall have the right to use without cost the whole or any part of said side track in connection with other business than that of the Second Party, when the same is not occupied by the Second Party, or when such use of said side track will not interfere with the business of the Second Party.

The Second Party agrees that, without the written consent of the First Party, it will not direct or authorize the use of said side track by or for the benefit of any other party not one of the parties hereto.

The Second Party agrees that all freight, the routing of which is within the control of the Second Party, coming from or destined to points which can be reached, either by the lines of railway operated or controlled by the First Party or by a practicable route of which said lines form a part, shall be shipped over said lines or route, provided rates and services shall be as favorable as by other routes to or from the same points.

The Second Party agrees that the First Party shall have the right at any time after ..... notice in writing to the Second party to discontinue the use of said side track; to remove the connections, switches and frogs upon the property of the First Party, and to enter upon the property of the Second Party, and take up and remove so much of said track belonging to the First Party as may be located thereon; the First Party in such case to commit no unnecessary injury to the property of the Second Party.

Should I return the old agreement?

If I do not sign the new agreement can they take up the track and refuse to take care of my shipments?—C. A. Hiegel, Leipsic, O.

*Ans.:* As the original agreement was evidently executed in duplicate, as all such leases are, the railroad company has in its possession the original and has no reason to demand the surrender of the copy held by the operator of the elevator, unless its purpose is to prevent him from proving his legal rights under the old agreement. Therefore the elevator operator should retain in his own possession the old agreement even though a new one is made to replace it. If your present contract is satisfactory, why sign another which is not to your liking?

Side tracks are regulated in Ohio by the Ohio statutes and the Ohio Public Utilities Commission. The Interstate Commerce Commission exercises no jurisdiction. Have no fear of railroad removing track or refusing shipment.

Altho the old agreement provides that the railroad company may take up the track, it is unlikely that the company would do so, as it would be inviting trouble, not only for itself but for other railroads in Ohio. In Illinois one railroad company did take up the shipper's track after his elevator burned but had to put it back. This was the case of J. S. Cameron at Elliott, Ill., reported in the *Journal* Mar. 25, 1917, page 490. This decision would be taken as a precedent in Ohio. The Supreme Court of Illinois said:

"The company can not arbitrarily refuse to furnish such switch and connection upon such terms as the Commission may prescribe as to cost and maintenance."

## Bushel Weight of Ear Corn?

*Grain Dealers Journal:* We shipped a car of ear corn last July to a Michigan firm, and when settlement was made they claimed they were entitled to a 70-lb. bushel.

We understood the law in Michigan to be 68 lbs. for old corn during summer months, and when the sale was made, nothing was said about this point.

At the same time the sale was made, we had an outlet in Pittsburgh for corn at a somewhat higher figure than anywhere else. This fact was mentioned to our customer and he raised his offer even with the Pittsburgh offer.

Of course, we know that Pittsburgh requires 70 lbs. at all times, but we do not feel that Michigan should get that much because they paid eastern prices, especially when nothing was stated about the weight at time of sale. We purchased the corn on a 68-lb. basis and feel that they should take it on the same basis, as the law is the same in both states according to our understanding.

Will the *Journal* kindly advise our position in this matter?—Ivan W. Syler, Syler & Syler, Nappanee, Ind.

*Ans.:* In Michigan, Pennsylvania and all other states the legal weight of a bushel of corn in the ear, husked, is 70 lbs., with the following exceptions:

In Indiana and Ohio, 70 lbs. until Dec. 1, 68 lbs. thereafter.

In Iowa the law calls it "field corn" 70 lbs. husked, 75 lbs. unhusked.

In Kentucky, 70 lbs. from Nov. 1 to May 1; 68 lbs. from May 1 to Nov. 1.

In Mississippi, 72 lbs.

In West Virginia, 68 lbs. dry; 72 lbs. green, according to the U. S. Bureau of Standards.

Contracts are governed by the law of the place where made, or where to be performed. If sold f. o. b. Nappanee the Indiana law governed; if sold delivered in Michigan the Michigan law governed.

## Poolers Suit Against Growers Settled.

*Grain Dealers Journal:* Suits were filed in Saline County by the Wheat Growers Ass'n against Alfred Carlson, Julius Hintz, and L. G. Habiger for failure to comply with pooling contracts.

I just noticed in this week's Salina papers that the suits had been settled by both parties agreeing to haul all 1924 and 1925 wheat to the wheat growers and farmers are not to talk

against the wheat growers. The poolers had sued for 25 cents per bushel on all wheat hauled to other elevators and wanted an injunction to prevent farmers selling elsewhere.

The farmers Union is now endeavoring to pool a lot of Kansas wheat. I am talking against it here.—R. E. Terry, mgr., Farmers Union Co-op. Grain, L. S. and Merc. Ass'n, Falun, Kan.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to *Grain Dealers Journal*, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

G. N. 126872 passed thru Antelope, Mont., Dec. 1, leaking wheat at doorpost, which was bulged and apparently broken. The car was from west of here, probably Scobey or Flaxville. —Farmers Grain & Lbr. Co.

C. M. & St. P. 502465 passed thru Hartley, Ia., Nov. 29, eastbound, leaking oats freely at drawbar.—Pavik Grain Co.

C. M. & St. P. 86960 was set out at Unionville Center, O., Nov. 19, leaking corn at end of bolster. I patched the leak.—H. Hall.

S. P. 8762 passed thru Berwick, Ill., southbound Oct. 16, leaking wheat near door post. No chance to repair.—Wm. Watson, mgr. Berwick Grain & Supply Co.

I. C. R. R. 38743 going north thru Kankakee, Ill., Sept. 5th, 11:30 a. m., leaking corn.—Kankakee Farmers Grain Co., W. A. Pegram.

C. B. & Q. 103864 passed thru Venango, Nebr., leaking at door post.—Farmers Union Co-op. Grain Co., Sept. 1.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Jan. 17, 18.—Indiana Grain Dealers Ass'n at Board of Trade, Indianapolis, Ind.

Jan. 22, 23, 24. Iowa Farmers Grain Dealers Ass'n, Mason City, Ia.

Jan. 28-29. Wholesale Grass Seed Dealers Ass'n, at Chicago, Ill.

Feb. 5-6-7. Illinois Farmers Grain Dealers' Ass'n at Peoria, Ill.

Sept. 22-23-24. Grain Dealers National Ass'n at Cincinnati, O.

## At Christmas

Man is ever in a struggle and he's oft misunderstood;  
There are days the worst that's in him is the master of the good,  
But at Christmas kindness rules him and he puts himself aside,  
And his petty hates are vanquished and his heart is opened wide.  
Oh, I don't know how to say it, but it somehow seems to me  
That at Christmas man is almost what God sent him here to be.

—Edgar A. Guest.



# Grain Trade Conditions for 1923

By JOHN J. STREAM,  
President, Chicago Board of Trade

America's grain trade has passed through as distressing a period as it has ever experienced. Economic conditions combined with agrarian unrest and political agitation resulted in creating a condition of turmoil which has obtained throughout the year.

But in spite of past depression and unhappy conditions, the grain trade turns to the new year with high hopes for the future and a confidence that the major problems of the grain grower and the grain merchant are on the road to solution.

**Agriculture** as a whole is steadily mending. Wheat farmers, whose product represents six per cent of the wealth produced by American farmers, have been harder hit than any other class. Some districts are still feeling the collapse of the land boom. In the days of \$2.20 wheat many farmers plunged on new land at sky high prices. They are still passing through the deflation process. On the other hand there are wheat growers who were more judicious with their big profits of the war days and who, moreover, have diversified their crops. They are on a sounder basis than ever before.

In any discussion of the wheat problem, the fundamental factor of production cost must be considered. It is useless for America to produce an abundant wheat crop unless the surplus can compete in price with wheat produced by foreign countries. Such competition has kept down the price of American wheat. More wheat has been produced than could be marketed at what were satisfactory prices to growers.

In the calendar year of 1913 our wheat exports, including flour as bushels, were 154,760,000 bushels. In 1922 they had jumped to 232,300,000 bushels. While this broadening movement was in progress, America's wheat planting was tremendously increased. Such increase accounts for the large surplus which has kept down prices. Wheat growers of the United States received a price that was fixed, as is the case always, by world supply and demand. But this price was considerably out of line with the high production costs.

Now we are informed by the Department of Agriculture that reduction of wheat acreage has been started. From a high point of 75,000,000 acres in 1919, to which war-time demands carried the wheat area from a pre-war total of 47,000,000 acres, there has been a shrinkage to 58,000,000 acres this year. Other crops have been substituted or the land permitted to remain idle. The extent and importance of the acreage reduction movement during the new year remains problematical.

**National prosperity** has undoubtedly been retarded by the constant surges and tides of the farmer's ills. The increase in the value of the corn crop is many times the reduction in income from wheat this year. High prices have prevailed not only for corn, but for hogs and cattle as well. Had politicians talked about corn prices instead of harping on low wheat prices without offering remedies, a stronger feeling of security would be reflected throughout the entire business world today.

In this same connection it is well to mention that some politicians have been prone to place part of the blame for low wheat prices on the present marketing system. World statistics show the absolute fallacy of such an attitude. Had it not been for the present highly efficient marketing system, wheat prices undoubtedly would have fallen far below the figures registered during the trying deflation period. In the last twelve months the grain exchange has rendered the producer an invaluable service.

During the year co-operative marketing has

been advanced as the solution of the grain growers' problems. Regardless of any co-operative marketing effort, surplus wheat must be disposed of on the world market and the price it brings will be fixed by the amount of wheat the world needs.

The Chicago Board of Trade has not opposed co-operative movements. The exchange does not believe that co-operative marketing of wheat can enhance prices. It does not believe that the toll between producer and consumer can be reduced through any co-operative effort, big or small. But in spite of these convictions, the exchange has taken an attitude of fairness and has remained open-minded. It has offered no obstacles. Leaders of co-operative movements have not taken grain exchange authorities into their confidence in an effort to develop vital facts upon which to build their programs. Quite naturally the grain men have not cared to impose themselves upon these co-operative leaders. The absence of practical grain men among those fostering co-operative schemes is the colossal blunder that will inevitably bring utter failure if persisted in.

In the case of the U. S. Grain Growers, Inc., we have been most sympathetic. We have for some time striven to assist them in their effort to obtain exchange membership. We have gone over all their accounts in the hope of aiding them to meet the minimum requirements of a financially sound business. But we have only found them to be insolvent.

If proved that co-operative marketing of wheat is more economical, the exchange is desirous of seeing the movement grow and expand. So far, however, such evidence has been woefully lacking.

Under certain conditions and limitations co-operative marketing, in the opinion of the exchange, is valuable for the distribution of certain agricultural products. But in marketing fruit, tobacco and cotton conditions are infinitely different from those incident to the marketing of wheat.

For example, 90 per cent of the burley tobacco crop goes to four buyers who formerly set the price and graded the product. The crop is raised in a 200-mile area. As to cotton, United States furnishes 50 per cent of all cotton used out of this country. Foreign countries must get their supplies here. Co-operative groups have provided warehouses for storage, making possible ready financing. This was a valuable service. In fruit marketing it is a question of creating a market and stimulating the demand. Wheat already has a market which is continuous and competitive. It is reasonable to believe that no system of co-operative marketing can materially alter the price level of wheat in this country.

Building false hope in the mind of the farmer has not met with the judgment of the exchange, whose members believe that honest, fair, open discussion of facts, without political ambition or personal aggrandizement, will go further than any other course in solving the wheat problem.

Throughout the present year the exchange has proved its sincerity and its earnest desire to aid the farmer. An outstanding example of this sincerity was shown when disaster threatened western Kansas farmers through a seed wheat shortage due to drought. They did not appeal to the politicians but to the Board of Trade which immediately raised \$25,000 among its members and assumed the task of underwriting several times that amount. Today the farmers' problem is happily solved.

During the new year the Board of Trade expects to strive harder than ever to bring

about closer relations between the grain interests and the farmer. For it is keenly realized that the prosperity of the farmer is essential to that of the grain trade and, indeed, to that of the whole industrial structure.

**Grain Futures Act:** For the greater part of the year the exchange has functioned under the rigid provisions of the Grain Futures Act. Uncertainty created by legislative interference with the natural processes of grain marketing made the market unattractive to speculators and investors. Loss of this outside support which is usually on the constructive side, was like removing a prop from the market, and was felt by the grain merchant and the farmer alike.

If sponsors of the Grain Futures Act intended to bring about better prices for the farmers' grain their efforts have failed completely. While the law has some merit in its way of eliminating any apprehension as to attempts at price manipulation, it also has many disadvantages. Greatest complaint is directed against the provision under which exchange members are compelled to make daily reports. This imposes a heavy burden, and there is no revenue with which to meet the large additional expense involved.

**Volume of grain business.** The total receipts of wheat in Chicago during eleven months of 1923 were 51,124,000, against 54,961,000 bushels for the same period in 1922. Corn receipts were 93,459,000, against 172,395,000. Receipts of all grain, including flour reduced to bushels, were 275,621,000 bushels for eleven months of 1923 against 375,948,000 bushels for the same period the previous year.

Total wheat shipments from Chicago were 28,861,000 bushels for the eleven months period, against 48,650,000 for the same period in 1922. Corn shipments were 58,330,000 bushels compared with 114,330,000. Total shipments of all grain, including flour as bushels, were 184,884,000, against 285,202,000 bushels during eleven months of 1922.

STEEL reinforcement of concrete roads is the cheapest construction in the long run, and roads leading to the country elevator should so constructed.

## To Change Chicago Rule on Time Shipment.

The directors of the Chicago Board of Trade have posted for ballot the following amendment to the rules:

Amend Section 13 of Rule XXII by striking out in the second line of the second paragraph the words "fifteen days arrival" and substituting thereof, "Shipment within ten calendar days, excluding date of sale." By adding at the word "party" in the sixth line of the following: "Provided that in case of a deficit the buyer shall have the right to cancel such deficit." So that said paragraph shall read:

On all sales to arrive, in the absence of specific agreement as to time for shipment or delivery, shipment within ten calendar days, excluding date of sale, shall govern, and in case of an excess or deficit on such sales the excess or deficit shall be settled for on the basis of the fair market price on such grade on the day which the excess or deficit is ascertained and made known to each party, provided that in case of a deficit the buyer shall have the right to cancel such deficit.

Further amend Section 13 of Rule XXII by adding as the third paragraph—

When sales are made as "now loaded" or "loading today" bills of lading for cars apply on such sales shall bear a date not later than the next business day after date of sale. When a sale is made and the capacity of the car specified and the same capacity car as specified is delivered, the railroad minimum shall be minimum delivery and 10% above the marked capacity of the car shall be the maximum delivery. When contents of a car is contracted for the entire load shall constitute a proper delivery, provided it is not less than the railroad minimum. When a sale is made and a different capacity car is delivered, the surplus or deficit, if any, shall be determined on the basis of the marked capacity of the car sold, except that in the case of oats 80% of the marked capacity of the car shall govern as the minimum. It shall be the duty of the seller to notify the buyer at time of delivery when a different capacity car than the one contracted for is delivered.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Failure to Trim Grain in Cars Is Costly.

*Grain Dealers Journal:* My attention has been called to the fact that many cars of grain, especially corn, are reaching the terminal markets with the grain piled so high in the ends that it is not possible for the samplers to obtain a correct sample, and the car has to be sold "subject to re-inspection at unloading." In some markets fifty per cent of the corn arriving is loaded as indicated, hence the real inspection is delayed days, often weeks.

Most of the loading of grain by country elevators is by gravity or power machinery, which throws or piles the grain in the ends of the cars, and there it is left to seek a level which it will not do. This is especially true of new and damp corn, so the loss sustained by the shippers by reason of the grain getting out of condition after reaching the terminal in most instances is but a penalty for their indifference and failure to do their reasonable duty in properly trimming the cars by leveling the grain so the samplers can complete their sampling in the first instance.

Samples sold subject to re-inspection do not always command full price, for the buyers want to know what they are getting. In my judgment there is not sufficient margin in this new crop for the dealers to be so careless and I hope that you will give the loading and

trimming of your cars your personal attention.—W. E. Culbertson, sec'y Illinois Grain Dealers Ass'n, Champaign, Ill.

### Losses Thru Buying Mortgaged Grain.

*Grain Dealers Journal:* In buying grain where ownership is questioned or undivided interests appear, in many cases the grain dealer may avoid loss by writing in name of both claimants on check, as banker and farmer, or tenant and landowner. This will cause both to be required to endorse check, releasing elevator man entirely from responsibility of payment to wrong party.—I. D. Allison, Wichita, Kansas.

### The Trouble With the Grain Trade.

*Grain Dealers Journal:* In our opinion, the trouble with the Grain Trade is, first, the unsatisfactory prices, on the whole, to the Producer. This is caused partially by the surplus of wheat countries other than the United States but we believe the most unsatisfactory situation is the lack of speculative buying power in the wheat market Futures, and in our opinion this is caused by the loss of the so-called Big Traders, commonly known as Leaders in the market.

Fear of the rules of the Exchanges caused by the Capper-Tincher law has caused large Traders to ignore, to a very great extent, the wheat Futures. We believe that a few minor sections of the Capper-Tincher law will have to be amended to restore the desired condition and we feel that the friends of the Capper-Tincher bill, themselves, are beginning to see this and before long will cause these slight changes to be made.—G. E. Marcy, President of Armour Grain Company, Chicago.

### Reducing Shortages in Grain Shipments.

*Grain Dealers Journal:* Aside from accidents, and the use of cars not well suited for carrying grain in bulk, the panacea for leakage of grain from cars in transit is thorough inspection by the cooper and loader of each car, with cooperage treatment based on the findings of such a thorough inspection.

No set rule for coopering each car can be laid down that will fit all cases. Hence, it is obvious that inspection of a car, inside and outside, before loading, to determine its condition and cooperage needs, is the foundation on which any leakage prevention measures must be based in order, successfully, to prevent possible leakage of grain from cars. Without such thorough inspection of a car by the loaders, before loading, a reduction in the number of cars reported leaking grain at the terminal unloading elevators is impossible.

Incidentally, I would again emphasize the fact that the use of spikes, to fasten grain doors to the door posts of cars, is of no assistance whatsoever in preventing leakage, and it causes annoying delay to the unloaders of the grain, and needless destruction of grain doors. Hence, such misuse of spikes is a waste to everybody concerned, including the initial loaders of grain at country points.—A. E. Schuyler, Chicago.

### Is Grain Futures Act Killing Chicago's Cash Grain Business?

*Grain Dealers Journal:* Before the enactment of the Capper-Tincher law wealthy men, believing wheat or corn was selling too cheap in the speculative future markets, could buy up millions of bushels of futures and hold



"The Farmer: "Senator, You Have so Handicapped My Near Horse, He Fears to Take a Step. At Best I Can Not Get it to Market till all other Exporters Have Unloaded."



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CANADA.

Toronto, Ont., Dec. 11.—Final estimates of crops in Ontario for 1923 are as follows (1922 total production in parenthesis): wheat, 17,537,004 bus. (19,892,461); barley, 13,523,349 bus. (13,971,811); oats, 103,485,442 bus. (116,033,569); rye, 2,011,325 bus. (2,500,354).—Ontario Dept. of Agriculture.

Winnipeg, Man., Can., Dec. 14.—Based on the Dominion government census returns for 1921 plus or minus increase or decrease in acreage for 1922 and 1923 we estimated the crops as follows: wheat, Manitoba, 29,058,000 bus.; Sas-

### Government Crop Report.

Washington, D. C., Dec. 19.—The Crop Reporting Board of the U. S. Dept. of Agriculture makes the following forecast and estimates:

Winter Wheat.—Area sown this fall is 40,191,000 acres, which is 12.6% less than the revised estimated area sown in the fall of 1922 (viz., 45,950,000 acres). Condition on Dec. 1, was 88.0 against 79.5 and 76.0 on Dec. 1, 1922 and 1921, respectively, and a ten-year average of 86.5.

Rye.—Area sown this fall is 4,377,000 acres, which is 15.1% less than the revised estimated area sown in the fall of 1922 (viz., 5,157,000 acres). Condition on Dec. 1 was 89.9 against 84.3 and 92.2 on Dec. 1, 1922 and 1921, respectively, and a ten-year average of 89.9.

Details by states follow:

#### WINTER WHEAT.

State.	Area sown		1923		Condition Dec. 1,	
	*Autumn 1923	*Autumn 1922	com- pared	1922.	1922.	10-yr. avg.
	Acres.	Acres.	Pct.	Pct.	Pct.	Pct.
N. Y. ....	380	400	95	92	93	94
N. J. ....	74	76	98	90	78	90
Pa. ....	1,240	1,305	95	92	79	92
Del. ....	104	109	95	89	75	96
Md. ....	494	561	88	88	77	89
Va. ....	774	860	90	86	81	89
W. Va. ....	217	236	92	88	83	91
N. C. ....	523	556	94	91	83	90
S. C. ....	170	179	95	87	84	90
Ga. ....	179	199	90	86	89	92
Ohio ....	2,514	2,674	94	90	86	90
Ind. ....	1,917	2,204	87	88	90	89
Ill. ....	2,922	3,521	83	88	90	90
Mich. ....	913	1,014	90	91	90	90
Wis. ....	62	69	90	90	92	93
Minn. ....	94	111	85	89	91	93
Iowa ....	507	780	65	90	91	92
Mo. ....	2,225	2,967	75	85	90	89
S. D. ....	90	110	82	92	72	85
Neb. ....	3,104	3,527	88	91	63	86
Kan. ....	10,081	11,587	87	84	73	82
Ky. ....	579	643	90	87	89	90
Tenn. ....	371	453	82	85	83	88
Ala. ....	19	21	90	90	90	89
Miss. ....	4	5	80	88	84	88
Texas ....	1,237	1,695	73	93	76	81
Okla. ....	3,374	3,667	92	85	80	82
Ark. ....	62	73	85	86	83	88
Mont. ....	810	900	90	90	59	82
Wyo. ....	16	18	90	93	70	88
Colo. ....	1,312	1,600	82	93	68	87
N. M. ....	122	94	130	100	55	85
Ariz. ....	32	46	70	95	90	94
Utah ....	152	152	100	93	70	88
Nev. ....	3	3	106	98	90	89
Ida. ....	368	409	90	94	81	89
Wash. ....	1,559	1,417	110	94	77	85
Ore. ....	896	896	100	97	91	92
Calif. ....	691	813	85	82	96	92
U. S. ....	40,191	45,950	87.4	88.0	79.5	86.5

#### RYE.

State.	1923	1922	1921	10-yr. avg.
N. Y. ....	55	58	95	92
N. J. ....	62	65	95	92
Pa. ....	211	215	98	94
Va. ....	44	42	105	87
Ohio ....	83	84	99	92
Ind. ....	263	299	88	91
Ill. ....	207	230	90	94
Mich. ....	364	467	78	91
Wis. ....	308	342	90	90
Minn. ....	730	912	80	86
N. D. ....	1,005	1,288	78	88
S. D. ....	243	304	80	92
Neb. ....	145	132	110	95
Kan. ....	41	41	100	88
Calif. ....	80	73	110	94
U. S. ....	4,377	5,157	84.9	89.9

\*In thousands, i. e. 000 omitted.

katchewan, 226,099,000 bus.; Alberta, 173,518,000 bus.; or a total of 428,675,000 bus. Oats in Manitoba is 69,150,000 bus.; Saskatchewan, 249,247,000 bus.; Alberta, 132,642,000 bus.; or a total of 451,039,000 bus. Barley in Manitoba is 23,084,000 bus.; Saskatchewan, 14,295,000 bus.; Alberta, 13,300,000 bus.; or a total of 50,679,000 bus. Rye in Manitoba is 2,752,000 bus.; Saskatchewan, 4,661,000 bus.; Alberta, 4,243,000 bus.; or a total of 11,656,000 bus. Flax in Manitoba is 608,000 bus.; Saskatchewan, 4,943,000 bus.; Alberta, 312,000 bus.; or a total of 5,863,000 bus.—E. G. Jones, mgr., Northwest Grain Dealers Ass'n.

### ILLINOIS.

Springfield, Ill., Dec. 19.—The temperature was mostly mild, altho the lowest readings of the autumn occurred in the northwest part of the state. Bottom corn has been overflowed in some places. Winter wheat continues to do well, but it is short in a few localities.—Clarence J. Root, meteorologist.

Champaign, Ill., Dec. 18.—Reports show that in practically every locality in the state the new corn crop has fallen 10 to 15 bus. per acre short of expectations, and there is no uniformity of quality. Corn in one locality will be fair, in another poor, and a mixture in still another. Wherever there were heavy rains that caused delay in planting last spring that locality has a quality of corn that in many respects resembles the 1917 crops. Illinois has a short crop of poor quality.—W. E. Culbertson, sec'y Illinois Grain Dealers Ass'n.

Springfield, Ill., Dec. 17.—Corn husking is nearly completion and about the usual amount of plowing has been completed in most of the northern half of the state, but the progress of farm work has been less favorable in much of the southern and in some central areas due to more frequent rain interruptions of field work continuing into December. Following the moderate to mild temperatures prevailing during a considerable part of the first two weeks of the month, the period closed with a touch of winter weather and some snow in central and upper counties. Corn husking is about 85% completed for the state. Reports mostly range from 90 to 100% in the northern and upper west central areas to 65 to 95% husked in the remainder of the state. Unfavorable weather conditions for drying out corn, with consider-

able corn blown down in some localities, combined with rain interruptions, necessity of much sorting out of damaged corn and shortage of help, have greatly delayed the work this fall. Part of the winter wheat acreage was sown later than usual due to wet weather condition delaying soil preparation. Weather conditions have not favored as heavy a top growth as usual, but seed germinated uniformly and plant growth will enter the winter stage in about an average condition. Reports continue to show a marked reduction in the acreage. There are few reports of Hessian fly chiefly in the southern portion of the state.—A. J. Surratt, agricultural statistician.

### INDIANA.

Indianapolis, Ind., Dec. 14.—Temperature average considerably above normal the past two weeks, notwithstanding the last few days which were quite cold and accompanied by snow and strong winds. Precipitation has been frequent and excessive and interfered with outdoor farm work. Corn gathering is two-thirds to three-fourths completed with many complaints of chaffy corn with high moisture content. It takes four bushels of this year's crop to produce the same amount of gain in live stock that three bushels of last year's crop produced. Yields are running considerably under earlier forecasts. A large acreage is hogged off this year because of poor quality and high wages asked by huskers. Winter wheat and rye continue to look good, but top growth is somewhat shorter than usual. Some early rye is being pastured. Hessian fly has been reported from a few scattered sections.—Geo. C. Bryant, agricultural statistician.

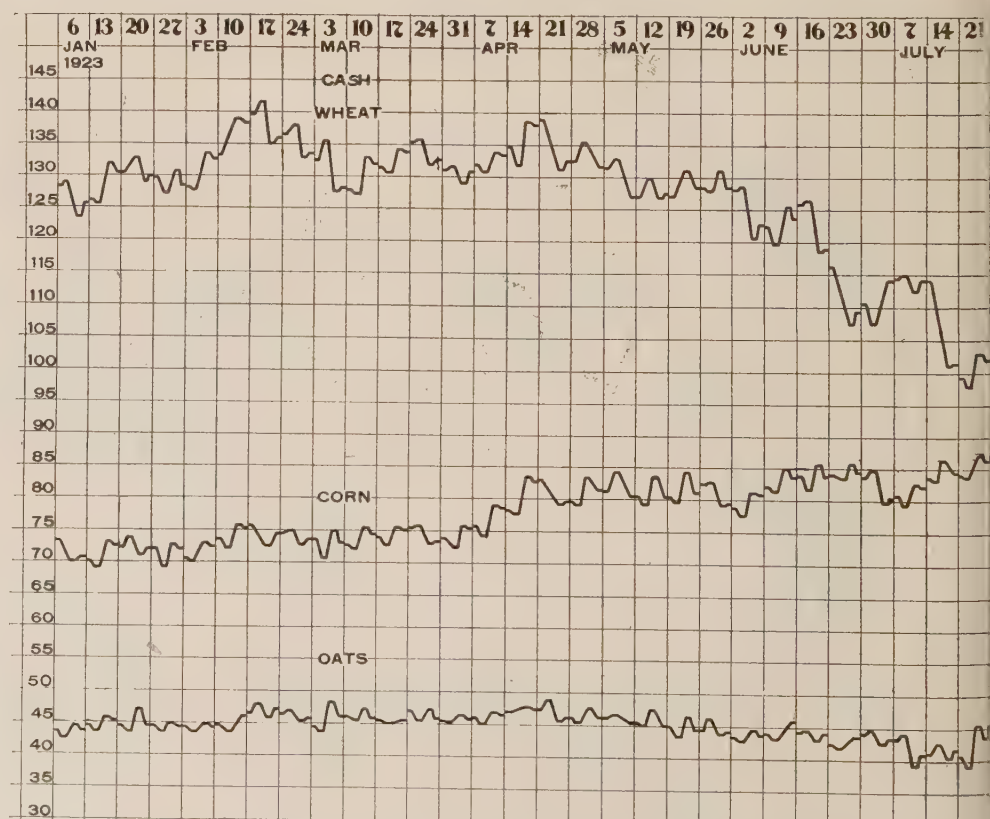
### KANSAS.

Tonganoxie, Kan., Dec. 13.—Acreage sown to wheat smaller in this section than last year. What there is of it looks good.—The Fair-Hinshaw Mfg. Co.

### MISSOURI.

Jefferson City, Mo., Dec. 24.—Very little insect infestation is reported, with only occasional grasshopper damage; seed bed was fairly well prepared in most sections, and growth is small on account of late seeding due to much rain. Seeding continued well towards the end of November. Wheat generally is affording very little pasturage in Missouri. Plants have stood but little, and an adverse winter might result.

Cash Wheat, Corn and Oats Fluctuations from Jan. 1 to July 21.



Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn, and No. 2 white oats at Chicago, each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted. (See facing page.)



in much abandonment, as in former years a condition of 85% was often followed by heavy winter kill. Rye condition is 89% upon a slightly less acreage than last year. Fall plowing is behind last year, with only 60% of the work done, compared to 66% in 1922, having been too wet, and much of the plowing is poorly done in northern sections. Corn is only 64% out of the field, against 72% last fall. Fields have been too wet in the northwest, and delay has been occasioned by other field work, such as wheat seeding and cotton picking. Quality is not so good as last year, and much rotten corn is found.—State Board of Agriculture.

## NEBRASKA.

Beatrice, Neb., Dec. 7.—We have a large crop of corn in this state.—Olson Brokerage Co.

## TEXAS.

Fort Worth, Tex., Dec. 10.—Our Mr. Potishman just returned from an overland trip thru southern consuming Texas. Maize heads are being rejected in all parts of the state. The feeder is not buying them and the purchaser is just realizing it. We are not able to sell heads on Fort Worth grades except at great discounts that will enable the buyer to take a chance on their being accepted at destination. It is not so much a matter of price as it is quality of heads. Black or badly stained heads will be rejected. Buy badly stained heads at a price that will enable you to take a large discount if rejected.—Transit Grain & Commission Co.

## WASHINGTON.

Ritzville, Wash., Dec. 15.—Crop prospects for next year are ideal. About 50% of the land is in winter wheat. Trade conditions are improving.—Pacific Coast Elevator Co.

Washington, D. C., Dec. 12.—From reports of correspondents and field statisticians, and from the present advancement of picking and ginning considered in connection with actual ginnings to Dec. 1, the total production of cotton in the United States for 1923-24 is estimated at 4,821,333,000 pounds (not including linters), equivalent to 10,081,000 bales of 500 pounds gross weight (478.3 pounds lint and 21.7 pounds bagging and ties estimated per bale).—U. S. Dept. of Agriculture.

Chicago, Ill., Dec. 14.—The winter wheat acreage for 1923-24 is estimated to be 40,671,000, or a reduction of 12.9% from the 46,695,000 estimated as seeded for last year. The condition is reported as 90.6% of normal, compared with 79.5 last year, and a ten-year average of 86.5. On the basis of the ten-year average yield, a 14.2 bu. per acre yield is indicated. The ten-year average abandonment is 10.7%. The smallest abandonment in fifteen years was 1.1%. While it is entirely problematical, some abandonment is likely. A loss of 3% would leave 39,450,000

acres for harvest which, at the indicated yield, suggests a production of about 562,000,000 bus. Rye acreage is estimated to be 4,239,000 compared with 5,230,000 last year. The condition is 92.6% compared with 84.3%. Reports suggest 7%, or about 54,950,000 bus. of this year's wheat crop has been or will be fed on farms. A number of reports in the west and west central area state that only the usual amount will be fed during the remainder of the crop year.—R. O. Cromwell, statistician, Lamson Bros. & Co.

## Resumption of Russian Exports.

From 1916 to 1922, Russia dropped completely out of the world's export trade, and other excess producing countries were called upon to supply the deficit. In doing so the United States, Canada, Argentina and Australia expanded the acreage sown to bread grain. In the United States the acreage has receded somewhat from the peak, but Canada and Argentina seem to be still increasing.

The 12th Congress of Russian Communists convening at Moscow in March, 1923, decided upon an extensive export programme for Russian grain during 1923 in an attempt to provide the country in return with foreign farm machinery and other equipment necessary to rehabilitate agriculture.

The first development in this connection was an agreement entered into with the National Grain Office of Germany, "Reichsgetreidestelle," by which the Soviet Government undertook to deliver 330,000 tons of grain at world market prices by the end of November. Under the terms of the agreement, Germany contracted to advance to the Soviet Government 50 per cent of the value of the entire stipulated quantity of grain, this money to be applied to purchases by the Soviet Government in Germany. No foreign exchange calculations whatever entered into the transaction. In Norway the Russian Trade Commissioner has made a similar agreement.

A movement to establish trading in wheat between Russia and the United Kingdom was recently brought to a successful conclusion. The parties interested in the scheme are the Soviet Government, two English wheat importers, and the British Co-operative Wholesale Society.

The "Eksportkhlieb," or Official Export Company, commenced its activities in August, 1923. Its organizers were the "Vneshtorg" (Peoples Commissariat of Foreign Trade), "Gosbank" (The Soviet Bank), the "Centrosyos" (All Russian Central Union of Consumers' Societies), "Khlebprodukt" (the Russian Grain Collection Organization), "Selskoyosyos" (All Russian Agricultural Union), and "Vsekokbank" (the All Russian Co-operative Bank). This corporation is undertaking the warehousing, transportation and insuring of its products, both within the borders of Russia as well as abroad. It is also handling the same products, in a like manner, on a commission basis for Russian exporters. It is stated that the company has established branches in Petrograd, in most of the Black Sea ports, and in Hamburg, Riga, Reval, Berlin and London.

According to a recent statement by the "Eksportkhlieb," 800,000 tons of grain have already been sold for export, and three times this quantity is now ready for shipment.

Washington, D. C., Dec. 20.—With some exceptions harvesting, fall plowing and other farm work has made excellent progress. This is true despite the fact that the farmers have depended to a greater extent than for years on the labor of themselves and families and have employed as little labor as possible, being unable to compete with prices paid for labor in the industries and on the numerous road building projects now in operation. Corn husking has made good progress as a rule, though in many sections it is still backward due to labor shortage, backwardness of the crop, and rains at time of harvest. In the heart of the belt much corn is soft and chaffy with high moisture content. Rotting in the shock and the cribs is quite generally complained of in this section. Yields and quality are very varied and are not running up to expectation in many areas. Hogging off is more extensive than usual. The stands of fall sown grains are good in most sections though drought at time of sowing has caused poor germination in some localities and much that was put in late is only just up. Growing conditions are generally good at present and the crops are making good progress, though rains are needed in many areas. Hessian fly in the wheat is much in evidence in states of the Mississippi Valley.—U. S. Dept. of Agriculture.

ELEVATORS may be built at Rosario, Bahia Bianca and Buenos Aires, Argentina, by United States interests, if investigation now being made proves the project worth while, and it will.

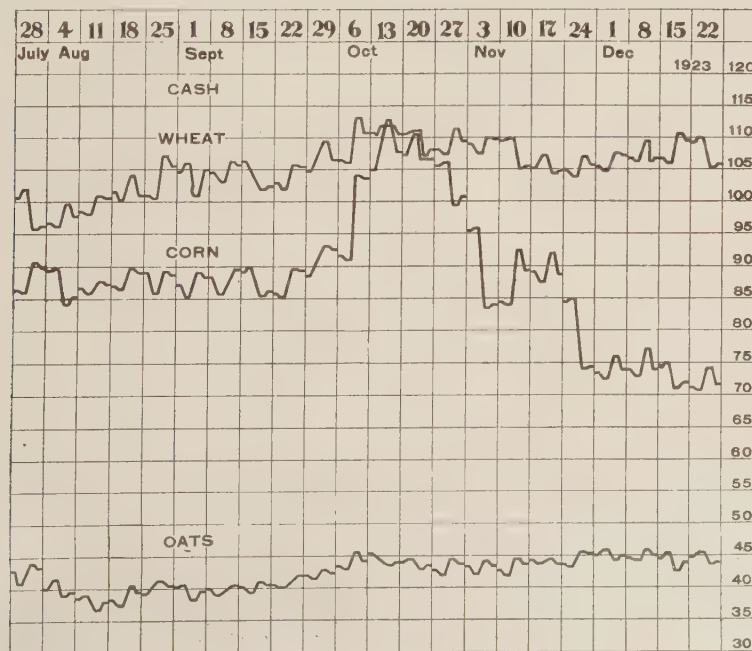
## Yield and Acreage of 1923 Crops.

Washington, D. C., Dec. 17.—The December estimates of the Crop Reporting Board of the United States Department of Agriculture of the acreage and production of the important farm crops of the United States in 1921, 1922 and 1923, are as follows:

Crop.	Year.	Production, bus.		
		Acreage.*	Per acre.	Total.*
Corn	1923	104,158	29.3	3,054,395
	1922	102,846	28.3	2,906,020
	1921	103,740	29.6	3,068,569
Winter wheat	1923	39,522	14.5	572,340
	1922	42,358	13.8	586,878
	1921	43,414	13.8	600,316
Spring wheat	1923	18,786	11.4	213,401
	1922	19,959	14.1	280,720
	1921	20,282	10.6	214,589
All wheat	1923	58,308	13.5	785,741
	1922	62,317	13.9	867,598
	1921	63,696	12.8	814,905
Oats	1923	40,833	31.8	1,299,823
	1922	40,790	29.8	1,215,803
	1921	45,495	23.7	1,078,341
Barley	1923	7,905	25.1	198,185
	1922	7,317	24.9	182,068
	1921	7,414	20.9	154,946
Rye	1923	5,157	12.2	63,023
	1922	6,672	15.5	103,362
	1921	4,528	13.6	61,675
Buckwheat	1923	737	18.9	13,920
	1922	764	19.1	14,564
	1921	680	20.9	14,207
Flaxseed	1923	2,061	8.5	17,429
	1922	1,113	9.3	10,375
	1921	1,108	7.2	8,029
Rice	1923	892	37.3	33,256
	1922	1,055	39.2	41,405
	1921	921	40.8	37,612
Potatoes	1923	3,816	108.1	412,392
	1922	4,307	105.3	453,396
	1921	3,941	91.8	361,659
Hay, tame	1923	60,162	1.48	89,098
	1922	61,159	1.57	95,882
	1921	58,769	1.40	82,379
Hay, wild	1923	15,722	1.11	17,528
	1922	15,871	1.02	16,131
	1921	15,632	.98	15,391
All hay	1923	75,884	1.41	106,626
	1922	77,030	1.45	112,013
	1921	74,401	1.31	97,770
Cottonseed	1923	.....	.....	4,476
	1922	.....	.....	4,336
	1921	.....	.....	3,531
Clover seed	1923	800	1.5	1,233
	1922	1,156	1.6	1,887
	1921	889	1.7	1,538
Peanuts	1923	884	720	636,462
	1922	1,005	630	633,114
	1921	1,214	683	829,307
†Beans	1923	1,297	12.1	15,740
	1922	1,074	11.9	12,734
	1921	777	11.8	9,150
†Grain sorghums	1923	5,776	18.3	105,619
	1922	5,064	17.9	90,524
	1921	4,635	24.6	113,990
†Broomcorn	1923	498	278	69
	1922	275	271	37
	1921	222	344	38

\*In thousands, i. e. 000 omitted.  
†Principal producing states.

## Cash Wheat, Corn and Oats Fluctuations from July 23 to Dec. 22.



Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn, and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted. (See facing page.)



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Winnipeg, Man., Dec. 14.—The wheat situation Dec. 7 was as follows: inspected, 216,220,000 bus.; in store at country points, 50,229,000 bus.; in transit, not inspected, 16,500,000 bus.; allowance for seed, feed, etc., 45,000,000 bus.; in farmers hands, 100,726,000 bus.; total, 428,675,000 bus. Oats inspected to date was 26,723,000 bus.; in store, 9,387,000 bus.; in farmers hands, 40,054,000. Barley inspected was 10,229,000 bus.; in store, 2,001,000 bus.; in farmers hands, 7,927,000 bus. Rye inspected was 4,053,000 bus.; in store, 1,223,000 bus.; in farmers hands, 2,676,000 bus.; flax inspected was 3,088,000 bus.; in store, 1,013,000 bus.; in farmers hands, 1,185,000 bus.—E. G. Jones, mgr., Northwest Grain Dealers Ass'n.

Reddick, Ill., Dec. 17.—Grain is not moving. Farmers are holding for better prices and are getting in better shape to hold for their price.—Farmers Elevator Co.

Springfield, Ill., Dec. 19.—Muddy fields and roads have interfered with harvesting and hauling of corn, especially in the central counties.—Clarence J. Root, meteorologist.

Springfield, Ill., Dec. 17.—Market movement of grain has been slowed up by heavy roads. The movement has also been hindered by the heavy farm feed requirements and the unsatisfactory price offered for much of the new corn of high moisture content.—A. J. Surratt, agricultural statistician.

Baltimore, Md., Dec. 12.—This market has received only 9,000 bus. of water-borne corn; compared with 129,000 bus. the corresponding period last year.

Kansas City, Mo., Dec. 13.—This market is drawing wheat from a wider territory than for several years past due to demand for choice, heavy test wheat to bring up the light weight grain from regular territory. Fair amounts are being received from Idaho, Montana and Utah, and some cars have come from the Northwest. Wheat from Rocky Mountain states, when shipped elsewhere from this market, saves a substantial sum in billing and is therefore at a premium. More grain from far territories is expected because of dull market at the Gulf and the let-up in foreign demand on the Pacific Coast.

Jefferson City, Mo., Dec. 24.—Farm work has been delayed by wet fields, particularly in the northwest and western counties, and much rotten corn is found, and corn gathered has more moisture than usual. Bad roads of the past 30 days have held back marketing of surplus supplies. In the rush to seed wheat late in the fall, in the north and west, corn husking has been delayed. Wet fields have prevented hauling out shock corn that has been husked in many localities. The south and southwest counties are nearer completion in corn gathering than others.—State Board of Agriculture.

Crab Orchard, Neb., Dec. 11.—There is some wheat being held for \$1.00; corn is slow at this time.—Jas. G. Burt.

Gibbon, Neb., Dec. 12.—Corn is moving quite freely now, most of it being No. 4.—R. O. Wescoatt, mgr., J. P. Gibbons Grain Co.

Wheelock, N. D., Dec. 14.—Farmers have marketed about 85 per cent of the crop.—Occident Elevtr. Co.

Mt. Vernon, S. D.—Corn moving in volume, small grain mostly marketed.—L. Truax.

Ft. Worth, Tex., Dec. 15.—Dealers have about decided that there is too much trouble connected with the handling of maize heads, and they are out of the head business. Some still believe that these heads will arrive down here and stay in condition.—Transit Grain & Commission Co.

Ritzville, Wash., Dec. 15.—Crop movement at this time is rather slow.—Pacific Coast Elevator Co.

Seattle, Wash., Dec. 10.—Receipts of grain in cars at this port during November, compared with November, 1922, were as follows: wheat,

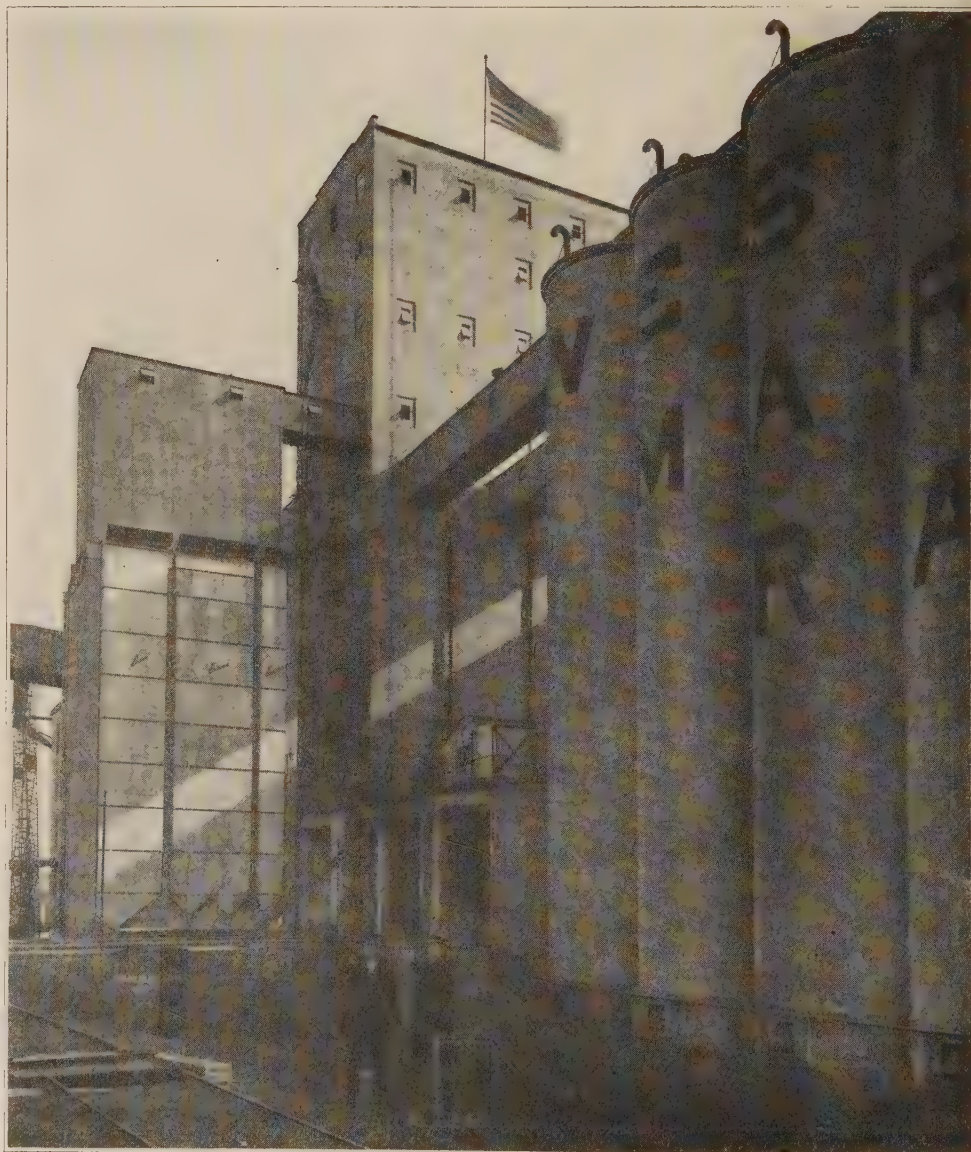
1,251, 1,074; corn, 81, 132; oats, 51, 78; rye, 25, 18; barley, 33, 17. Receipts for the eleven months ending November, compared with the corresponding period last year are as follows: wheat, 8,965, 7,947; corn, 1,030, 1,145; oats, 492, 495; rye, 90, 57; barley, 221, 79. Shipments of

wheat during November were 1,109,695 bus. compared with 441,483 bus. in November, 1922. During the eleven months ending November, there were shipped 3,674,558 bus.; compared with 5,616,664 bus. during the corresponding period last year.—Seattle Merchants Exchange

### Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

MAY WHEAT.													
	Dec. 10.	Dec. 11.	Dec. 12.	Dec. 13.	Dec. 14.	Dec. 15.	Dec. 17.	Dec. 18.	Dec. 19.	Dec. 20.	Dec. 21.	Dec. 22.	Dec. 23.
Chicago	109 1/4	108 3/4	109 1/4	109 1/4	108 1/4	108 1/4	109 3/4	109	108 3/4	108 1/4	106 3/4	106 1/2	106 1/2
Kansas City	105	104	104 1/2	104 1/2	103 3/4	103 3/4	104	104	103 3/4	102 3/4	100 3/4	100 3/4	100 3/4
St. Louis	110 3/4	110	110 3/4	110 3/4	110	110 3/4	110 3/4	110 3/4	110 3/4	110 3/4	108 3/4	108 3/4	107 3/4
Minneapolis	113 3/4	111 3/4	112 3/4	113 1/4	111 3/4	112 1/4	112 3/4	112 3/4	111 3/4	110 3/4	108 3/4	108 3/4	108 3/4
Duluth (durum)	101 1/2	100 1/2	100 3/4	101 1/4	100 3/4	100 3/4	101 3/4	100 3/4	100 3/4	100 3/4	98 3/4	98 3/4	98 3/4
Winnipeg	98 3/4	97 3/4	98 3/4	98 3/4	97 3/4	98 1/4	98 3/4	98 3/4	98 3/4	98 1/4	98 1/4	97 1/2	97 1/4
Milwaukee	109 1/4	108 3/4	109 3/4	109 3/4	108 3/4	108 3/4	109 1/4	109	108 3/4	108 1/4	106 3/4	106 3/4	106 3/4
MAY CORN.													
Chicago	74 1/4	73 3/4	73 3/4	73 3/4	72 3/4	73	73 3/4	73 3/4	73 3/4	73 3/4	72 3/4	72 3/4	73 1/4
Kansas City	70 3/4	70	70 3/4	69 3/4	68 3/4	68 3/4	69 1/4	69 3/4	69 3/4	69 3/4	68 3/4	69	69
St. Louis	75 3/4	74 3/4	74 3/4	74 1/2	73 3/4	73 3/4	74	74 3/4	74 3/4	74	73 3/4	73 3/4	73 3/4
Milwaukee	74 3/4	73 3/4	73 3/4	73 3/4	72 3/4	73 3/4	73 1/2	73 3/4	73 3/4	73 3/4	72 3/4	73 3/4	73 3/4
MAY OATS.													
Chicago	45 7/8	45 3/4	45 7/8	45 7/8	45 1/2	45 3/4	45 3/4	45 3/4	45 3/4	45 1/4	44 3/4	44 3/4	44 3/4
Kansas City	45 3/4	45 3/4	45 3/4	45 3/4	45 3/4	45 1/2	45 1/4	45 1/4	45 1/4	45 1/4	44 3/4	44 3/4	44 3/4
Minneapolis	41 1/2	41 1/2	41 1/2	41 3/4	41 3/4	41 3/4	41 1/4	41 1/4	41 1/4	41 1/4	40 3/4	40 3/4	40 3/4
Winnipeg	41 3/4	41	41 1/4	41 3/4	41	41 1/4	41 3/4	41 1/4	41 1/4	41 1/4	40 3/4	40 3/4	40 3/4
MAY RYE.													
Milwaukee	45 3/4	45 3/4	45 3/4	45 3/4	45 3/4	45 3/4	45 3/4	45 3/4	45 3/4	45 1/2	44 3/4	44 3/4	44 3/4
Chicago	74 3/4	73 3/4	74	74	73 3/4	73 3/4	74 1/4	74 1/4	74 1/4	74	73	73 1/2	73 1/2
Minneapolis	68	67 1/4	67 3/4	68	67 1/4	67 3/4	67 3/4	67 3/4	67 3/4	66 1/2	65 3/4	66 1/2	66 1/2
Duluth	70 3/4	69 3/4	70 1/4	70 1/4	69 3/4	70	70 3/4	70 3/4	70 3/4	70 3/4	69 3/4	69 3/4	69 3/4
Winnipeg	69 3/4	69 3/4	69 3/4	69 3/4	69 3/4	69 3/4	69 3/4	69 3/4	69 3/4	70 3/4	70	69 3/4	69 3/4
MAY BARLEY.													
Minneapolis	59	58 3/4	59 1/4	59 1/4	58 1/2	58 3/4	58 3/4	58 3/4	58 3/4	58 3/4	58 3/4	58 3/4	58 3/4
Winnipeg	56 3/4	55 3/4	56 3/4	56 3/4	56	56 1/4	56 3/4	56 3/4	56 3/4	56 1/2	56	55 3/4	55 3/4



Drier and Bin Ventilators in Western Maryland Elevator, Baltimore, Md.

[See facing page.]



## Novel Ventilating System at Western Maryland Elevator.

The reinforced concrete grain elevator of the Western Maryland Railway Co. at Baltimore, Md., in several respects the last word in elevator construction. One of the innovations is the system of bin ventilation devised by Superintendent J. A. Peterson and installed by James Stewart & Co.

The ventilators consist of pipes 12 inches in diameter extending from the tops of the bins upward thru the roof of the building. After getting well above the roof the pipes are bent over in the reverse direction, giving a free outlet to the air and the dust from the bins.

Ordinary bins that are covered have no opening above except the spout hole receiving the grain from the distributor spouts. The spout from the tripper comes pretty near to filling the opening, and the air in the bin displaced by the inflowing grain has but a narrow circle around the rim up thru which to escape. As the inflow of grain is heavy the outrush of air in the opposite and upward direction is very strong, the upward draft carrying up into the cupola a lot of fine dust to be distributed over the floor and creating an explosion hazard.

Mr. Peterson writes: "The gooseneck on top prevents the water from entering when it rains. The outlets of the pipes are made level across the bottom, as by this arrangement, regardless of the direction of the wind a vacuum is created. No fans or power devices whatsoever are attached, the circulation of the air being due to natural conditions. There are 12-inch grated openings in the top of each bin. These ventilators give a circulation of air over the top of the grain in the bins for 24 hours of the day. This arrangement makes

it impossible for any gases to accumulate in the tanks, and also takes the back pressure from the bins when the grain is being poured into them, which naturally prevents backing of the dust up thru the bin-floor hole and its scattering thru the building.

"We have obtained a tremendous circulation of air thru the drier rooms at all times, regardless of whether the fans are in use or not, by closing the windows from the drier chambers and removing practically all the wall back of these ventilators, as shown in the engraving herewith, by the check marks on the three ventilators on the side of the building. Each drier is independently ventilated. All foul air is kept out of the drier and practically all of the dust. In addition we can dry grain during rainy weather, for the reason that there are no windows open into which the rain could blow.

"The principle under which these ventilators operate results in very little dust going out of the top while all the heavy dust drops to the bottom to be picked up by the sweeping system at the elevator and delivered to the dust collecting system.

"The heads of all the elevating legs as well as the scale garners are ventilated thru the roof in the same way. We will be pleased to have anyone interested in these improvements visit our Port Covington Elevator. It is my belief that all grain elevator men should do their utmost to work out schemes that will help one another to reduce dust explosion hazards."

The SOUTHWESTERN Millers League adopted a resolution favoring a 50 per cent increase in the duty on wheat and its products. The increase is possible by presidential proclamation under the present tariff law.

## Amendment to Rules Restricting Wire Offices.

Complying with a petition of members the Directors of the Chicago Board of Trade on Dec. 13 posted the following amendment to the rules, to be voted upon Dec. 27:

Amend Section 23 of Rule IV by inserting between the first and second paragraphs of this section:

No member, firm or corporation entitled to any of the privileges of this ass'n shall furnish its continuous market quotations, either by means of telegraph, telephone or radio service, to any office or place of business outside of the City of Chicago, located in cities, towns or villages of less than 25,000 inhabitants, as shown by the last preceding United States census report, unless the responsible resident manager of such office is a member of this ass'n in good standing.

Provided, however that such continuous quotations may be furnished to any office or place of business located at any health or pleasure resort, approved by the board of directors of this ass'n, during their regular seasons, when the responsible resident manager is a member of this ass'n. Continuous quotations as used in this section shall mean every service of quotations, wherein the price of any commodity shall be quoted oftener than at intervals of fifteen minutes.

Nothing herein shall preclude the furnishing of said continuous or periodic quotations to any person, firm or corporation, who shall desire, and use, them for his, their or its personal use and convenience, and shall not post them on a blackboard or otherwise make them accessible to the public.

Nothing herein shall preclude any such person, firm or corporation entitled to the privileges of this ass'n from furnishing any such office or place of business located in a city not having at least 25,000 inhabitants, and not having as its resident manager a member of this ass'n, said periodic quotations, as distinguished from continuous quotations as herein defined, provided that said periodic quotations are not posted on any blackboard or otherwise so as to make them conspicuous or available to the general public.

This amendment shall be effective and in force on and after February 1st, 1924.



Drier and Bin Ventilators in Western Maryland Elevator, Baltimore, Md.  
[See facing page.]



# Radical Legislation Proposed for the Grain Trade

The many bills introduced at the present session of Congress are even worse examples of legislative quackery than those in the preceding Congress. Ridiculous and impractical, the authors persist in proving their narrowness.

Senator Ladd introduced a bill, S. 134, for what he calls "an honest money system," stating that as the value of the dollar is not in the dollar but in what it will buy the Sec'y of the Treasury shall issue money (greenbacks) to be loaned to farmers at 4 per cent on farm lands located in any of the States of the Union or in the District of Columbia, under rules and regulations made by the board of supervision. Loans may be made for 35 years and the borrower need not repay more than one per cent of the principal each year.

S. 185 by Gooding provides that the government shall buy all wheat at \$1.50 per bushel, but leaves it to the Wheat Stabilizing Corporation to get rid of the grain as best it may.

H. R. 733 by Sinclair is another price stabilization act for wheat, and includes corn, cotton and wool. Sinclair's preferred wheat price is \$2 per bushel. Why not make it \$5, or better still have the entire people ballot on what the price of wheat ought to be?

H. R. 433 by Burness provides for an elastic gold dollar, the weight of the metal in the dollar to be changed 4 times a year according to the market prices of leading commodities.

H. R. 497 by Hayden is the rankest bureaucratic regulation of private business activities ever heard of outside of soviet Russia. It directs the Sec'y of Agriculture to prescribe rules for the conduct of the business of handlers of farm products. Fortunately no penalty is provided for dealers who "fail to comply with the trading rules or business practices approved for handlers or dealers of his class."

Senator Capper's railroad-baiting activities are exemplified in S. 89 just introduced into the Senate providing that "It shall be unlawful for any such carrier to demand, charge, or collect from any person for transportation, subject to the provisions of this Act, in any parlor car or sleeping car, any fare in addition to that demanded, charged, or collected for transportation in a day coach, but this shall not prevent just and reasonable charges for the use of accommodations in parlor cars or sleeping cars by companies owning such cars." By winning railroad opposition he hopes to convince farmers he is helping them.

Other bills, of special interest to grain dealers, provide as follows:

## Crop Insurance.

H. Con. Res. 5 by Sinclair reads that a joint commission of Senate and House members shall be appointed to investigate crop insurance with a view to establishing a government agency. It will report within six months.

## Marketing Buro and Half Billion.

H. R. 556 by Romjue provides for the establishment in the Department of Commerce, a buro to be known as the Buro of Marketing for Agricultural and Livestock Products, the director to receive \$5,000 per year. An appropriation not exceeding \$500,000,000 is asked to extend commerce and trade in livestock and agricultural products.

## Prohibitive Duty on Wheat.

H. R. 434 by Burness provides that paragraph 729 of Schedule 7 of section 1, title I, of the Tariff Act of 1922 be amended to read:

Paragraph 729. Wheat, 50 cents per bushel of sixty pounds; wheat flour, semolina, crushed or cracked wheat, and similar wheat products not specially provided for, \$1.17 per one hundred pounds.

## To Abolish R. R. Labor Board.

H. R. 171 by Tinchier provides that the words "Railroad Labor Board" wherever appearing in

the Transportation Act, 1920, shall be changed to read "Interstate Commerce Commission."

Section 2. That sections 304, 305, and 306 of the Transportation Act, 1920, be and the same are hereby repealed.

Sec. 3. That the powers and duties granted to the Railroad Labor Board under said Act are hereby transferred to the Interstate Commerce Commission.

## More Farmers' Financing.

H. R. 2659 by Sinclair provides that a board of directors of three members shall be created a body corporate as "Farmers and Consumers' Financing Corporation" with a capital stock of \$100,000,000 to be subscribed by the United States.

The corporation shall be empowered to build, buy, lease, and operate elevators and storage warehouses; to buy and sell agricultural products; and to make advances for the purpose of assisting any person in financing the sale, or exportation and sale of agricultural products.

## More Federal Intrusion Into State's Police Power.

H. R. 740 by French provides that any person or body of persons buying or selling future markets of any article or articles pertaining to necessities of life, who, either in his individual capacity or as an officer, agent, or employee of a corporation or member of a partnership, shall store any such article or articles for the purpose of cornering the market or affecting the market price thereof, or for the purpose of limiting the supply thereof to the public, whether temporary or otherwise, shall be deemed guilty of a felony and punished by imprisonment in the penitentiary for not less than six months nor more than three years.

## To Prohibit Speculation in Grain and Food Products.

H. R. 81 by McClintic provides that any and all sales or purchases of grain, foodstuffs, or other agricultural food products that are not for prompt delivery or are not intended to be actually delivered by the seller or received by the buyer are hereby prohibited and made unlawful: Provided, That contracts made for the protection of stocks in the possession of a buyer or seller shall not be affected by this Act.

Sec. 2. That any person buying or selling in violation of this Act any grain, foodstuffs, or agricultural food products shall, upon conviction thereof, be imprisoned for not less than one and not more than ten years.

## Would Reduce Freight Rates 33 1/3%.

S. 186 by Gooding provides that the freight rates charged by common carriers, subject to Act to regulate commerce, for the transportation of products of agriculture and livestock (in the original state, before any process of manufacture has begun) shall, within sixty days after the passage of this Act, be reduced by order of the Interstate Commerce Commission in an amount equal to 33 1/3 per cent. In cases where the result of such reduction would be to reduce present rates below the rates in effect on June 24, 1918, such present rates shall only be reduced to the basis of the rates in effect on that date. It shall be unlawful for any such common carrier to charge or receive a higher rate for the transportation of such products than the rate fixed by the Interstate Commerce Commission.

## Government to Build Warehouses.

H. R. 2660 by Swank provides for the erection in various sections of the United States in which agricultural products are produced in sufficient quantities for storage, of warehouses for such storage. Any farmers' co-operative organization which appropriates money to build warehouses shall receive a like sum from the United States to assist in constructing or otherwise acquiring the warehouses. The board of control, to accomplish the purposes of this Act, shall acquire by purchase, lease, or the exercise of the right of eminent domain all necessary property or property rights, and may construct, remodel, or repair all necessary buildings to be used for warehouses. The sum of \$100,000,000 or more if necessary is asked to carry out the provisions of this Act.

## To Increase Duties on Wheat, Flaxseed and Products.

S. 133 by Ladd provides the following rates of duty:

1. Wheat, 45 cents per bushel of sixty pounds; wheat flour, semolina, crushed or cracked wheat, and similar wheat products, not specially provided for \$1.17 per one hundred pounds; bran, shorts, and by-product feeds obtained in milling wheat, 22 1/2 per cent ad valorem.

2. Flaxseed, 60 cents per bushel of fifty-six pounds; linseed or flaxseed oil, raw, boiled, or oxidized, 4.95 cents per pound.

The act would also repeal section 313 of title 3 of the Act of Sept. 21, 1922, which provides the refund of duties on exportation of flour provided that 30 per cent of United States Wheat is mixed with imported wheat. The 1922 act is also amended to forbid the bonding and manufacture of wheat under provisions of sec. 311.

## Government to Buy Wheat.

H. R. 78 by Little authorizes the Sec'y of Agriculture to purchase wheat at prices not to exceed \$1.25 at such times and places as he directs. The price shall not exceed the market price except when wheat is being sold at less than \$1.10 per bushel, when the sec'y may pay \$1.10 per bushel if he deems best; and an appropriation of \$30,000,000 is authorized for the purchase, transportation, storage and insurance of the wheat.

Whenever wheat cannot be bought in Chicago or New York City for less than \$1.85 per bushel the sec'y of agriculture shall proceed to sell as much of the wheat he holds in storage as he deems wise, and at such prices as he shall consider proper.

An officer in the Department of Agriculture, to be known as the Superintendent of Grain and Bread, shall be appointed for four years by the President of the United States, and the bonds of all bonded elevators in which the wheat shall be stored shall be subject to approval by the superintendent.

## Reserving Powers of States Against Federal Grades Act.

H. R. 160 by Sinclair provides that the U. S. Grain Standards Act, approved Aug. 11, 1916, is hereby amended by adding at the end thereof a new section to read as follows:

Sec. 13. (a) That the provisions of this Act shall not be held to apply at any time prior to the original delivery to a carrier for transportation in interstate or foreign commerce (or if no such delivery occurs, then prior to the original transportation in such commerce) to any grain for which the Sec'y of Agriculture has, under Sec. 2 of this Act, fixed and established standards of quality and condition, or to corn (maize), wheat, rye, oats, barley, or flaxseed, whether or not such standards have been so fixed and established with respect thereto.

(b) All such grains shall, prior to such original delivery or transportation, be held subject to the operation and effect of the laws of the State or Territory in which produced that are enacted in the exercise of the police powers of such state or territory.

## Government to Promote Co-operative Marketing.

H. R. 158 by Sinclair provides that the President of the United States be, and he is hereby, authorized and directed to appoint a commission consisting of three members, one having special and expert knowledge and experience in the co-operative handling and marketing of grain and other cereals, one having such knowledge and experience in the co-operative handling and marketing of dairy products, and one having such knowledge and experience in the handling and marketing of horticultural products.

Sec. 2. That it shall be the duty of said commission to investigate and report a plan or bill for a comprehensive system of co-operative marketing of all, or the principal, farm products, including grain, dairy and horticultural products, raised or produced in the United States, and which either in their original or raw state or in their manufactured or partly manufactured state, enter into interstate commerce.

Sec. 3. That it shall be the duty of said commission to consider and, if practicable, to devise a plan or form of local organization of producers and of marketing agencies, for each line of the above mentioned products, including articles of incorporation and by-laws of such organizations and agencies.



### Expose Professional Traders.

S. Res. 9 by Ladd reads that, Whereas, since the Grain Futures Act was declared constitutional by the United States Supreme Court, on April 16, 1923, members of the Chicago Board of Trade and other grain exchanges, with few exceptions, by means of their daily market reports and published opinions in the daily papers, and also market press reports written in Chicago and given wide publicity, together with syndicated articles which there is reason to believe had their inspiration in the board of trade, have systematically opposed the price of wheat, or, in trade terms, tried to "bear the market"; and because of this condition, there is reason to believe that the market was, except during brief intervals, depressed by short selling by professional traders or speculators, and that the price has been depressed and held materially below a level warranted by legitimate supply and demand conditions; and furthermore, because no information has been published by the Department of Agriculture regarding the activities of such speculators: Therefore be it

Resolved, That the Sec'y of Agriculture be directed to take steps at once to determine, thru the Grain Futures Administration, the position on the market taken by the well-known professional speculators and the members of the large "futures" commission houses of the board of trade, and promptly publish the findings, without opinions by the investigators as to the effect which the trading by said professionals may have had.

### State Control of Rates.

S. 90, by Capper provides that paragraphs 4, 5, 6 and 8 of Sec. 407 of the Transportation Act, 1920, be repealed.

S. 91, by Capper provides that Sec. 15a of the Transportation Act, 1920, be repealed, and that paragraphs 3 and 4 of Sec. 13 of the Act also be repealed.

The Interstate Commerce Commission, if the bill passes, shall not have power to prescribe rates for transportation of passengers or property carried wholly within one state, not moving from or to another state or foreign country.

In any proceeding before the commission involving an alleged violation of this Act and where the question arises as to unjust discrimination, or an undue or unreasonable preference exists in rates, etc., wholly within the state, it shall be presumed that such rates are just and reasonable until it shall be alleged and proven otherwise. Whenever such issue arises before the commission, the state prescribing the rates in question shall be notified of such hearing and will be given full opportunity to appear and be heard. The commission will report the facts upon which it bases its findings and may confer with authorities of the state with respect to the relationship between rate structures and practices of carriers subject to jurisdiction by state bodies and the commis-

sion. The commission is authorized to hold joint hearings with any state regulating bodies on any matter wherein the commission is empowered to act.

### Relief for Grain Dealers Who Lost When Government Fixed Price Downwards.

H. R. 172 by Tinch, introduced Dec. 5 and referred to the Com'te on Agriculture, reads as follows:

That the Secretary of Agriculture be, and he is hereby, authorized and directed to investigate, determine and pay the amount of the actual loss sustained by any person, firm, ass'n, or corporation that owned actual wheat of the 1917 crop, in the ordinary course of his or its business, before the announcement on August 12, 1917, by the Food Administration of the price-fixing policy with respect to said crop, and did not dispose of such wheat by contract or otherwise until after the said announcement. The measure of such actual loss shall be 60 cents per bushel. Each claimant shall pay such expenses as may be necessary for him to incur to secure the presentation to and filing with the Sec'y of Agriculture of his claim in proper form for allowance under this Act. No claim shall be allowed or paid by the Secretary of Agriculture unless it shall appear to his satisfaction that the loss was not the result of purchases for the purpose of investment or speculation or of realizing a profit on such wheat greater than that realized customarily on wheat in the ordinary course of the grain business at the time of the purchase of the wheat. No award of payment shall be made on account of any claim not presented to and filed with the Sec'y of Agriculture before the expiration of three years after the effective date of this Act. The decision of the said Sec'y of Agriculture shall be conclusive and final, except that no settlement of any claim submitted hereunder shall bar the right of recovery of any money paid by the Government to any party under the provisions of this Act because of fraud with respect to such claim, and the right of recovery in all such cases shall exist against the executors, administrators, heirs, successors and assigns of any such party or parties. For the purpose of this Act the Sec'y of Agriculture or any representative specifically authorized in writing by him for the purpose shall have the power to require, by subpoena, the attendance and testimony of witnesses and the production of all books, papers and letters or other documents relating to any claim under investigation. And in case of disobedience to a subpoena, the Sec'y of Agriculture, or his duly authorized representative, or any party to a proceeding before the said Sec'y, may invoke the aid of any court of the United States in requiring the attendance and testimony of witnesses and the production of books, papers, and letters or other documents under the provisions of this Act, and any failure to obey the order of the court pursuant thereto may be punished by such court as a contempt

thereof; and the claim that any such testimony or evidence may tend to criminate the person giving the same shall not excuse such witness from testifying, but such evidence or testimony shall not be used against such person in the trial of any criminal proceeding.

Sec. 2. That all payments made and expenses incurred under this Act by the Sec'y of Agriculture shall be paid from the funds remaining available for the purposes of the Act of Congress approved March 4, 1919, entitled "An Act to enable the President to carry out the price guaranties made to producers of wheat of the crops of 1918 and 1919 and to protect the United States against undue enhancement of its liabilities thereunder," and so much of said funds as may be necessary is hereby appropriated and made available to the Sec'y of Agriculture for said purpose until such time as he shall have fully exercised the authority herein granted and performed and completed the duties herein provided and imposed.

Sec. 3. That the Sec'y of Agriculture shall file with the Sec'y of the Senate and the Clerk of the House of Representatives of the Congress, at the beginning of its next regular session following the session during which this Act shall become effective, a detailed statement showing the name and address of each claimant hereunder, the amount of his claim, the quantity of wheat covered thereby, and the amount, if any, awarded such claimant.

### Canadian Wheat Imports Milled in Bond for Export.

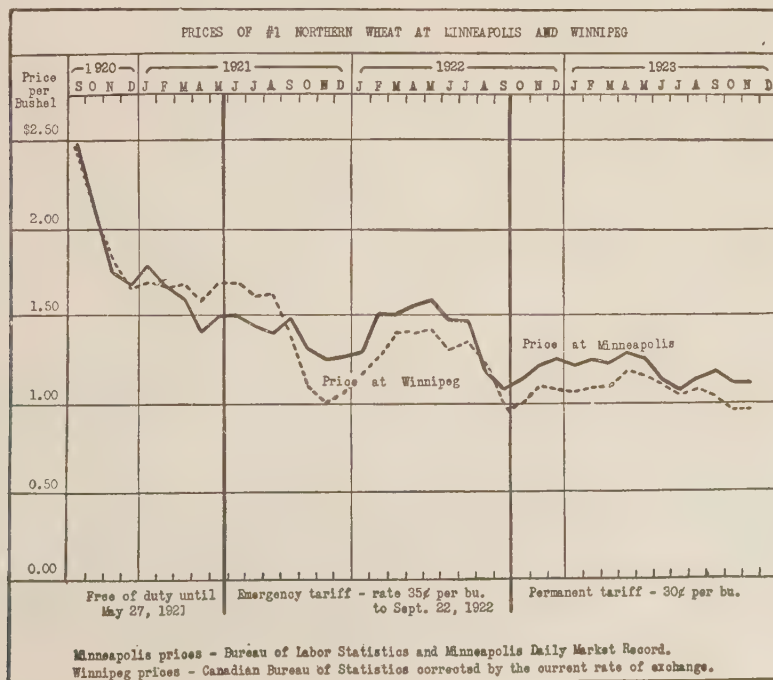
Nearly 50 per cent of the wheat imported into the United States from Canada since the Emergency Tariff became effective May 28, 1921, has been exported as flour, according to compilations made by the Department of Agriculture. This wheat was milled in bond for export under the provisions of the tariff act, and should be considered in all calculations of imports of wheat from Canada.

Total imports of wheat from Canada since the tariff became effective were 32,567,664 bus. The quantity of Canadian wheat milled in bond during the same period was 15,453,624 bus., or 47 per cent of the total imports. Imports in 1922 were large, when 22,642,959 bus. were imported. During the same year the quantity of Canadian wheat milled in bond was reported at 10,426,436 bus., or 46 per cent of the total imports during the year. From January 1 to June 30, 1923, imports of Canadian wheat were 4,686,530 bus. In that period, 2,837,008 bus., or 61 per cent of the total imports were milled in bond.

Two provisions in the tariff act of 1922 relate to the milling of imported wheat. One of these, commonly known as the milling provision, provides that the entire mill handling the wheat, or part of the mill, be placed under bond. No duty is paid on the imported wheat provided the entire output of the mill is exported. Any flour or by-product from the imported wheat is subject to the prescribed import duty should it be subsequently entered for consumption in the United States.

The second provision is the so-called drawback provision, under the terms of which the importer pays the full amount of the duty prescribed by the Act, i. e., 30 cents a bushel, and receives a refund of 99 per cent of the duty when the flour and by-products produced from such wheat are exported from the United States. One of the stipulations of the drawback provision is that a refund shall not be made unless at least 30 per cent of United States wheat has been mixed with such imported wheat.

All of the Canadian wheat reported as having been milled in bond was milled under the milling provision. Canadian wheat milled in bond is statistically included in the general imports of the United States. All calculations, therefore, of imports of Canadian wheat that enter the United States for consumption should make allowance for the wheat milled in bond. Flour manufactured from imported wheat is statistically included in the exports of domestic flour. Two flour mills in the United States grind Canadian wheat in bond. Both of these mills are located in the Buffalo district.





# Preventable Waste

By J. A. SCHMITZ, Weighmaster, Chicago Board of Trade

## Preventable Waste in Grain Shipments

BY J. A. SCHMITZ, CHICAGO BOARD OF TRADE  
WEIGHMASTER.

Weight differences due to incorrect scales, and similar causes, may prove costly to the individual shipper or receiver of bulk grain, but in such circumstances, someone gains the amount of grain in dispute, since the grain represented by the discrepancies is not destroyed, or otherwise taken from the world's supply. On the other hand, ordinarily, grain that leaks out of a car is actually lost, since the world's supply is diminished to the extent of the grain so wasted. Losses due to this cause can be prevented.



J. A. Schmitz, Board of Trade Weighmaster,  
Chicago, Ill.

Contrary to general belief, leakage of grain from cars in transit is, for the most part, the result of defective car boxes, and failure, adequately, to inspect and prepare car boxes rather than to leakage at and over the grain doors of the cars. This is clearly indicated by the findings of the "car inspections" made by my department during the first eleven months of this year, as follows:

Total number of inbound cars inspected, 127,421. Of these 10,366, or 8.1%, leaked at the car box, 1,352, or 1%, leaked over the grain doors, and 1,960, or 1.5%, leaked at or around the grain doors.

Since loss of grain by leakage in transit is a waste, affecting everybody concerned in the buying, selling and transporting of the grain, it is pertinent to consider possible ways and means of reducing the amount of such waste.

Now, the car box, as is shown by the above data, being the greatest source of leakage, should be given more attention by shippers and railroads. However, many shippers overlook their opportunity to prevent leakage.

It must be plain to all that the first step to be taken, in any efforts to prevent possible leakage of grain, is to inspect thoroughly each car, inside and outside, to determine whether or not the car is, or can be made, fit for grain with the coopeage materials at hand; and just what work and materials, if any, are necessary to insure safe and grain tight box.

I would call attention to the fact that the general condition of cars, arriving at Chicago, is much better during light grain moving periods. It would appear, then, that loaders devote more time to the work of inspecting and coopeing during dull periods, although this more favorable showing, in the number of cars that arrive leaking grain, is also doubtless due to a greater choice in the selection of cars for the loads.

Our records show that, where wheat is the lading, the percentage of leaking cars is greater than when coarser grains are being transported. This would indicate the need of unusual coopeing of cars for wheat and the smaller grains.

In view of these facts I feel justified in placing special emphasis on the importance of thorough inspection of the box of each car tendered for loading. Because of the difficulties and waste, resulting from the leakage of grain from cars, it is obvious that a shipper, who

inspects every nook and corner of a car before he loads it, is using due diligence and good judgment. It is self-evident that a shipper, who will take the precaution to inspect, thoroughly, inside and outside, each car before he loads it, will see to it that any uncovered crack or crevice that is apparent, or other discernible weak spot in the car box, is adequately protected.

So I say, with all confidence, that a careful inspection of cars, before loading, is a primary factor in preventing leakage in so far as a shipper is in position to influence the results.

## An Open Letter from the S-W Pool.

*Grain Dealers Journal:* I have read with considerable interest your issue of Dec. 10th, publishing certain figures taken from our report, which we presume were furnished by Mr. Prouty. You, no doubt, are running a magazine giving news items and I would be very glad indeed, if you would publish the open letter that I am addressing to the Oklahoma Grain Dealers Ass'n.

You know there are two sides to every story and sometimes there is merit in both, but you know we American people don't always think the same way. I guess if we did we would be in about the same boat that Europe is.—Yours truly, Southwest Wheat Growers Associated, C. E. Munn, Sales Manager.

### TO OFFICERS AND MEMBERS OF THE GRAIN DEALERS' ASS'N OF OKLAHOMA:

Enid, Okla., Dec. 13, 1923.  
Our attention has been called to a letter signed by C. E. Prouty, dated Nov. 26th.

While the figures in substance are correct, and believing that the purpose of this letter is to discourage the handling of wheat co-operatively, yet the manner of presenting this information to you is misleading, or at least the effect that your Ass'n officers are apparently attempting to get is misleading. We feel that in justice to our plan of marketing and in justice to our thousands of loyal members, this statement should be analyzed in such a way that the true status of our 1922 year's business can be easily understood by anyone who is not an accountant or familiar with the handling of wheat.

The point that Mr. Prouty's information apparently is attempting to make is the fact that it cost our Association 14.6c per bushel to handle our member's wheat. This figure is practically correct, and considering the plan which we operate under, which is orderly marketing, this 14.6c is not unreasonable in any way, as we shall show you by a careful analysis.

In the first place an analysis of the figures will reflect a straight overhead charge of about 2c a bushel, which overhead charge is not contradicted in any way. This charge takes care of all salaries, office expense such as printing and stationery, stamps, telephone and telegraph, rent, and the entire expense of the Accounting Department, in fact it takes care of every item that can possibly be charged under this head, with the exception of the local handling charges and terminal elevator storage charges.

It might be of interest to know that this overhead charge has been very carefully checked by the banks who are extending credit to us, and it was said to us by one of the largest banks in New York that this charge was exceptionally small, in fact it was compared to the overhead of one of the largest grain companies in the United States who happened at that time to be a customer of this particular bank and the comparison showed that this grain firm operated at a yearly overhead of 2 3/4c, which proved to the bank conclusively that our management was not extravagant or creating expenditures that were not in line with good business judgment.

The handling charge at country elevators. This charge probably will average for all our stations about 4.6c. To the well informed grain man it is a well known fact that this charge is not out of line nor unreasonable, in fact many of you who receive this letter know that it has cost you from 5c to 8c per bushel to handle your own wheat over the twelve months period and the reasonableness of this charge is well established.

The overhead of 2c plus the 4.6c is equivalent to 6.6c. This leaves an additional 8c a bushel which represents all terminal elevator charges.

In the language of a certified public accountant this is known as a productive cost and briefly speaking can be analyzed as a cost which enhances the value of the wheat.

At this time let us say to you that our plan of co-operative marketing is a plan of orderly marketing just so far as good judgment and conditions will permit and this policy is well known to the public. To carry out this policy it of course is necessary that our wheat be marketed throughout the year instead of all being forced on the market at the time our growers make deliveries to us.

The charges for handling wheat in the average public elevator are as follows:

Unloading grain.....	1/2c per bu.
Loading out grain.....	1/2c per bu.
Mixing grain.....	1/4c per bu.
Running to condition or	
to keep in condition....	1/4c per bu.
Clipping .....	1c per bu.
Cleaning .....	1/2c to 1c per bu.
Separating oats from	
wheat .....	2c to 7c per bu.
Sacking grain.....	1c per bu.
Weighing .....	25c to \$1.00 per car.
Inspection .....	\$1.00 to \$1.25 per car.
Storage .....	1/200 to 1/30c per day.
Insurance .....	

Should you be carrying wheat, or should we be carrying wheat, the charges are all paid alike.

I would also call your attention to the fact that on the 1922 crop there were many thousand bushels of wheat handled from our growers which graded below No. 1. It is a well established custom among the trade that where it is possible to mix, blend and condition the wheat, the grade is materially raised and this item alone is one that is always well spent, whether by us or by you, where proper facilities are available and it certainly is a cost assessed against the grain for the purpose of enhancing its value and is a perfectly legitimate one in every way.

Under our plan of marketing a large portion of our wheat is carried for several months, and taking all costs into consideration it is found that it averages about 1 1/2c per month to carry grain and on last year's business we had quite a quantity of red mixed wheat which it was thought advisable not to sell until very late in the season, for the reason that milling values were far above export values and the wheat was sold by us, as the mills could absorb it, at prices which would permit of their sale of flour.

Let us assume that based on an average that our wheat was only carried for five months at 1 1/2c per bushel. You can readily see that we would have a productive cost of 7 1/2c per bushel which would not include the cost of mixing, conditioning, unloading, reloading, and when this figure is analyzed you can readily see that it is not unreasonable and could not possibly be construed other than a productive cost.

I also might mention the fact that we sold a good many thousand bushels of our wheat direct to Europe and included in our terminal elevator costs were those paid the exporting house at the gulf, who have a uniform set of charges that takes care of the loading direct to the boat for shipping.

There is one paragraph in Mr. Prouty's information sheet that we consider very unfair and that this paragraph might be identified without question we quote from the information sheet:

"Full settlement of the 1922 pool was not completed until after the movement of the 1923 crop was under way, therefore draw your own conclusions."

The flat statement in this paragraph is correct, but the question enters our mind as to why Mr. Prouty has added the phrase, "therefore draw your own conclusions."

The implication of this statement can only be taken one way and I make the interpretation of this statement from statements that have come to us verbally from many sources and by those who are not friendly to the farmers organizing to market their own wheat and the implication is this. That the balance of the 1922 pool was paid for by the sale of wheat of the 1923 crop. Permit me to make a flat statement that this is not a fact in any measure.—Southwest Wheat Growers' Associated, Cecil E. Munn, Sales Manager.

CHINA and Japan are heavy buyers of wheat from Portland, Ore., Vancouver and Australia. This modifies the world's large supplies and is making the Australian shippers independent because the heavy shipping to those two countries is sustaining the price.

THE CO-OPERATIVE wheat plan formulated by the Kansas Wheat Growers and Farmers Union has been completed as to details and contracts are sought for 44,000,000 bus. of Kansas wheat. The executive com'tee is composed of W. S. Lansdon, Salina, chairman; E. E. Frizzell, Larned, vice-chairman, and B. E. Corporan, Sedgwick, sec'y and treas. *Kansas farmers beware!!!*



## Two More Concrete Elevators for Port Arthur, Ont.

The Canadian Head of the Lakes, already better equipped with terminal grain elevators than any other port in the world, now has two more up-to-date concrete houses in operation, those just completed for James Stewart and the N. Bawlf Grain Co.

These two elevators were built at the same time, by the same builders, after practically the same plan and on opposite sides of the same slip on the water front at Port Arthur, Ont. The first concrete was poured on May 22 and the first grain was taken in Sept. 30, both elevators operating commercially Oct. 10, 1923.

Before the work was begun the site in Thunder Bay was covered with three to ten feet of water. Piles were driven during the winter and before placing the concrete the trestles were built for the railway tracks on which the cars of grain were to be switched into the elevator. On this trestle were located the temporary concrete mixing plants and cement storage sheds. The gravel for the concrete was dredged from Lake Superior, transported by barge and unloaded into a hopper, from which it was conveyed by belt conveyors to the storage piles and concrete mixers.

The foundation is a solid mattress of concrete resting upon piles over the whole area.

The working house is 94 ft. 4 ins. by 63 ft. 10 ins., and the storage annex is 213 ft. 4 ins. by 71 ft. 4 ins., while the track shed is 106 ft. 4 ins. by 58 ft. 6 ins. Between the working house and annex is an office and substation building 63 ft. 10 ins. by 30 ft. The plans contemplated a drier building and boiler house on the bay front end of the elevator, but these buildings have not yet been erected.

The storage capacity of the working house is 250,000 bus. in 23 round, 15 interspace and 17 outerspace bins. Under the three tracks are six receiving hoppers feeding two legs with 30-inch belts and buckets  $7\frac{1}{2} \times 7\frac{1}{2} \times 14$  ins.

in a double row, the legs having a capacity of 12,000 bus. an hour each, giving the elevator a capacity for receiving and unloading 125 cars a day. The two receiving Fairbanks Scales have a capacity of 2,000 bus. per draft and spout the grain to the cleaning bins or to the two 40-inch belts conveying the grain to the annex. For shipping two legs with 32-inch belts and a double row of  $8 \times 8 \times 15$  buckets have been provided. When loading cars the grain is spouted direct from scales to cars, and for lake shipments the grain is spouted to the three shipping bins of 5,000 bus. capacity each. The shipping legs have a little more capacity than the receiving legs, and about 8 cars per hour can be loaded on the two tracks, there being two sets of loading spouts with Sandmeyer ends.

The cleaning equipment comprises 6 No. 11B Monitor Receiving Separators on the first floor, one 9A Monitor Screenings Separator on the distributing floor, two double Carter Disc Separators on the same floor, one single Carter Disc Separator on the distributing floor. The cleaning machinery is served by two single compartment legs and one screenings leg. Their belts are 18 inches wide with buckets  $7 \times 7 \times 16$  ins. The legs are driven by silent chain for the first reduction and double helical gear for the second reduction in speed. The machinery is driven by 34 Westinghouse motors with a total of 1,170 h.p., taking current from a power station at Nipigon delivered at 22,000 volts to the substation equipped by the Canadian General Electric Co. with transformers to step down for power and lighting. The drives for the passenger lift, screw conveyors and cleaners are by leather belt. The Humphrey Man Lift, three belt hoists and a sliding pole provide easy access to the upper floors.

Interlocking control is provided for the receiving sinks, and the operators are aided by a complete system of signal bells, lights and telephones, and ticket elevator. Six pairs of Clark-Beatty Power Shovels unload the cars, which are moved to position by a 3-drum car

puller with return pullers. A motor on the first floor drives by direct connection the 860 r.p.m. slow speed exhaust fan of the dust collecting system. Walls were finished with a smooth surface so that dust can not accumulate, every precaution being taken against fire and explosion.

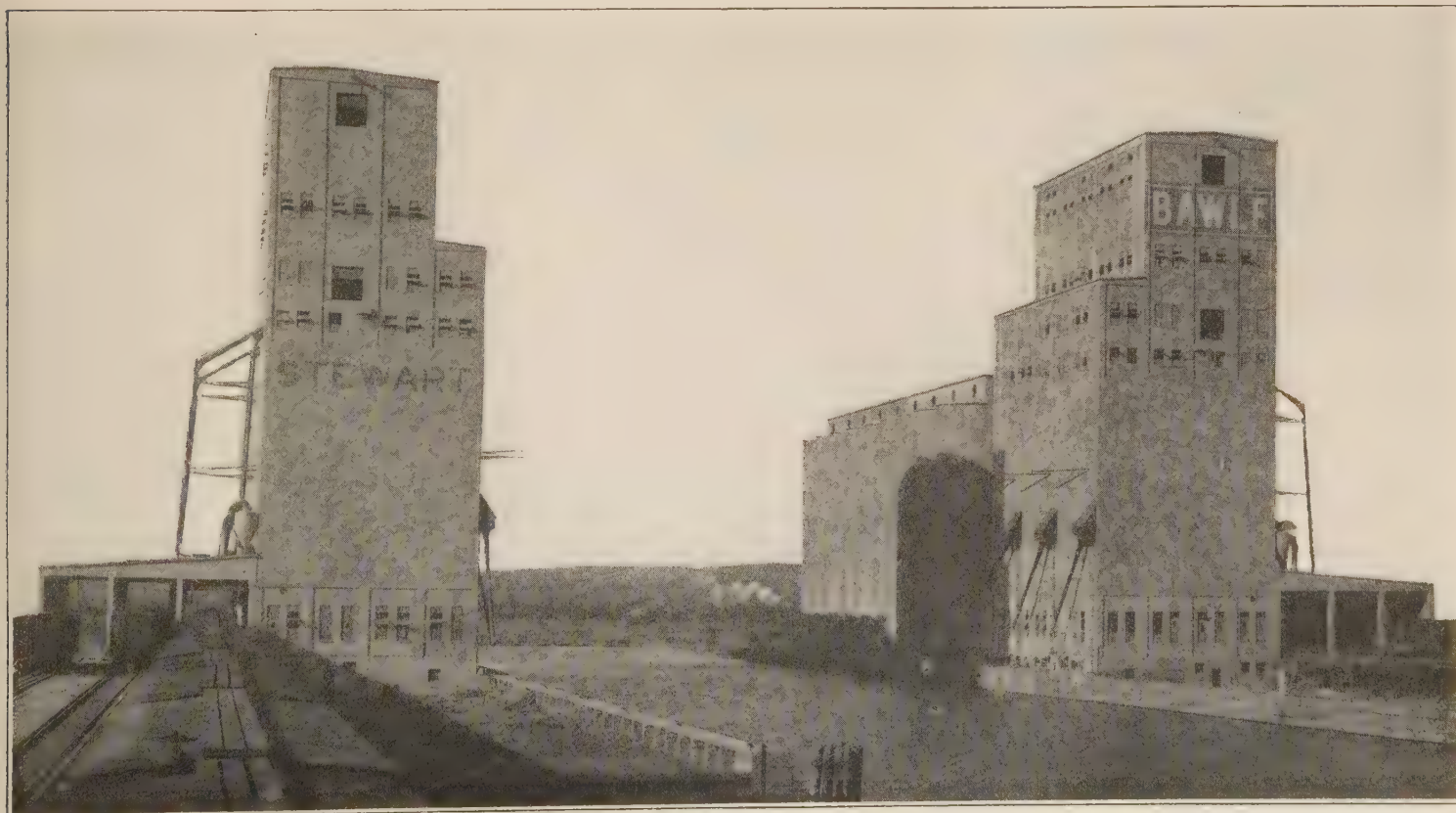
The storage annex of each elevator contains three rows of 9 bins each, forming also 16 interspace and 4 outerspace bins, having storage capacity of 1,000,000 bus. Over the bins is a gallery containing two 40-inch conveyor belts with self-propelling trippers. Two similar belts extend from the basement of the annex to the working house, and two 36-inch belts extend from the basement of the track shed into the working house. There is one 14-inch spiral screw conveyor, besides the two 10-inch screw conveyors for screenings. Space is reserved at the bay end of the plant for the erection of a similar storage annex, openings left in the basement walls for the belts having been bricked in.

Electric radiators heat the weighman's office, the workshop, the office and the storage basement. The Carter-Halls-Aldinger Co. was the general contractor.

## Politicians Have Killed Speculative Trade in Grain.

In spite of the reiteration of bearish news and statistics the market holds firm. With very light speculative trade in all grains naturally means a narrow market. The New York Stock Exchange and Cotton Exchange several years ago were confronted with the woeful lack of speculation, but now represent very vigorous and healthy aids to all lines of business. We hold this optimistic view of the Chicago Board of Trade and the grain trade in general. As soon as the political forces, who have been operating against the natural and legitimate functioning of our markets have exhausted the patience of the tax payer and speculator, then, and only then, can we expect normal conditions in the grain trade.—C. A. King & Co.

## Twin Elevators at Port Arthur, Ont.



James Stewart's and N. Bawlf Grain Co.'s New Concrete Elevators.



# Pooling Producers Profiting Promoters

## The Actual Loss to Oklahoma Poolers.

*Grain Dealers Journal:* Taking a copy of the official audit of the Southwest Wheat Growers Associated, of Enid, as published on page 731 of the Journal for Dec. 10, and calculating the actual number of bushels received in Oklahoma of the 1922 crop in order to compare that with the sale of the same number of bushels had it been sold to local dealers I figured a positive loss of \$237,415.60.

This does not take in the additional loss due to grade discount. We estimate the probable difference in grade discount at 2 cents per bushel which would amount to \$58,323.02, and not considering the fact that they received their pay for the wheat in small amounts during the year—the last payment being in July of this year.

Their total number of bushels shown in statement takes in some of the 1921 crop (a very small amount) and a little of Texas crop, for which a different price was paid.

I took the actual number of 1922 crop of Oklahoma wheat as sold at destination, basing it as 98.65 per cent, from which I calculated 100 per cent, or 2,956,057, which amount proves back by deducting the 1.35 per cent shrink, or 39,906 bus.—Frank W. Nelson, Clinton, Okla.

## Small Return to Oregon Poolers.

The Oregon Growers Ass'n has just issued the following statement of the amount received by members of the Ass'n for their wheat from the 1922 pool.

"Since the actual closing of the 1922 pool, which was made some time ago, the actual final average prices secured by grower members thru the ass'n, are available.

"The figures mentioned below are the averages of a large number of returns to growers at the points mentioned and represent actual cash paid to the grower for the wheat delivered. In addition to paying the grower this money, the Ass'n paid interest on the advances made to the member, paid his freight and warehousing charges, and the entire expenses of marketing his wheat.

"The 1922 wheat crop was considerably off-grade and the figures listed are not the basis No. 1 prices that would be quoted in the country but are the 'as is' prices actually paid to the grower: at Moro, for turkey red, 90¢; at Heppner and Condon, for turkey red, 90½¢; at Madras, for turkey red, 85½¢; at Madras, for galgalos and bart, 94¢; at Heppner, Condon and Elgin, for forty-fold, 88¢; and in Umatilla County, for club, 92¢."

In a letter to each member the ass'n gives the selling expense per bushel as follows: interest paid banks .018, insurance and taxes, .007, storage and shipping .016, administrative .016, sales .011, and office expense .0145. This totals up to eight and one-quarter cents selling expense on every bushel handled.

In addition to the selling expense per bushel which was deducted from the gross proceeds, a "reserve" of four cents per bushel was deducted from the settlement made May 31, 1922. This reserve was partially paid back Nov. 10 in accord with the terms of the farmers contract with the ass'n.

Three of the items of the selling expense are virtually fixed. These are interest, insurance and taxes, and storage and shipping. The ass'n is compelled to borrow money to make the early advances to members; insurance and taxes are practically the same whether the grain is carried by an ass'n, individual, or private grain company. Four-fifths of the storage and shipping charge, or .012 cents, was the cost of country storage, which in many cases might be considered a by-product of the farm. In reality it is an expensive item of marketing probably overlooked entirely by many who are inclined to doubt the necessity of intermediate costs between producer and consumer.

## Farmers Elevator Opposed to Pools.

*Grain Dealers Journal:* We hope the fanatics get their fill before they get through, but it looks like it will simply take time to let them hang themselves, even though all have to put up with demoralized conditions in the meantime.

There doesn't seem to be any serious agitation in our immediate vicinity, any further than what was done a year or two ago. Our Farmers Elevator here which owns two or three elevators nearby, is very antagonistic to the pools, and a good many of the farmers in this section belong to the Association which runs these elevators.

Do not think there has been any recent agitation in our immediate vicinity. They get enough out of the daily newspapers.—Keystone Milling Co., E. F. Erbacher, Larned, Kan.

## Pool Members Dissatisfied.

*Grain Dealers Journal:* The Kansas Wheat Growers Ass'n of Wichita has about 25,000 bus. of wheat pooled at this place which is about one-fourth of the wheat that will be shipped from here this year.

No one here has been sued as yet, but some farmers in this county which are tributary to other places have been.

Some farmers who signed up are already dissatisfied while others are still in favor of it.

Personally I think it is the worst thing for the farmer who is close run for money that he could do as he does not get enough at a time that does him any good in the way of reducing his debts. The payments are so small he will use them for something else and does not reduce his debts as he would if he sold his wheat and got all his money at once.—W. L. Hinshaw, Mentor, Kans.

## More Buyers Needed in the Market.

*Grain Dealers Journal:* Our best farmers say all these wheat growers pooling contracts of wheat under the Sapiro-Peteet Idea, is an inquisitorial measure, without a real financial head.

Our farmers want 100% economy and efficiency, and they look to the miller and the grain dealer who has cash capital to carry over and to cover the risk and cost of marketing the grain. Without these large risk takers to stimulate the market, he must assume the risk over and over again for losses resulting from market changes which are causing many and frequent failures.

The farmers say we want more buyers, without these risk takers, we must seek the money loaner to help us carry our risk in marketing our wheat and paying our debts.

We believe America's grain marketing method is the most complete, as it operates smoothly and economically, giving the best marketing machinery in the world.

Our most successful farmers say: "Let us not permit the self-seeking politicians, inexperienced in the grain marketing problems to wreck America's marketing machinery."

For better than 35 years I have associated with some of our best millers and grain merchants in Kansas and I will say honestly, these executives of today, are honest, intelligent and industrious men trying to render valuable service to the wheat growers.—J. L. C., Stafford, Kan.

## Pool Losing Members.

*Grain Dealers Journal:* There has been very little agitation among the farmers in this section for a grain pool, however, we have a live stock pool to contend with. The pool is losing members right along. The influential farmer, the raiser of high grade stock is very dissatisfied with the pool and withdraws as quickly as possible. The farmer who raises low grade stock is sticking, because through the pool he finds a market for stock that would be hard to sell otherwise.

Livestock pool agents are located at the principal stock shipping stations, and in addition to his livestock duties, is buying flour, feed and other commodities in carlots for distribution among the farmers. Last summer one of these agents induced the farmers to hold several cars of timothy seed telling them that he could obtain a higher price than would be paid by the local buyer. It was not long, however, until the farmers became anxious and made disposition of the seed themselves.—William Bell, Osceola, Ia.

## Pool Members Lost 10 to 17 Cents Per Bushel.

*Grain Dealers Journal:* On account of the total failure of wheat in this section the past season the wheat pooling agitators have shown very little activity here. A few cars were shipped in the summer of 1921 and in every instance that we have heard of the shipper could have gotten from ten to seventeen cents per bushel more at the local elevator than he did receive from the pool after waiting several months for his money. But the farmers are not satisfied yet and would rather give their money to the professional grafter than to sell grain to their home dealer and let him make a legitimate profit.

Just now the Broom Corn Pool is very active here, the contract is a similar one to the wheat contract. The membership fee is ten dollars, and for a five-year period. The corn is received here and an advance of sixty dollars per ton is made on all grades alike, the corn is shipped to Oklahoma City and to Mattoon, Ill., where it is graded, pooled and sold. Final settlement will be made later. Corn is being received here that the grower could sell at \$150 to \$190 per ton, but the most of it is poor grade on account of excessive rain and manufacturers who have been here say they would not pay the freight to their plants on lots of it. This being the case some one with good corn will have to help make up the loss in the advance on this poor corn. Most of the farmers who are pooling this corn are not financially responsible and should the pool draw back on them they could not collect.

Until the producers realize that they are putting themselves in the hands of untried and inexperienced individuals and making them their guardians for a period of five years (which in time will operate to reduce production) they will continue to pool their products as the scheme is very popular just now, but will go to pieces of its own accord. The lamentable thing is it will take many good hard working dealers with it.

The Secretary of the Kansas Grain Dealers Ass'n suggests that in places where this is being worked hard that it might be a good thing for the local elevator men to offer to handle the farmers' grain for a consideration per bushel, which he may see fit and to ship this grain any where the farmer desires or sell it for him, paying him say eighty per cent of the amount the day of shipment the balance upon receipt of returns and keeping for handling the amount per bushel agreed



upon, thus doing the work of the pool but doing it at home and at less cost than it will.—H. B. Wheaton, Hugoton, Kan.

## Straight "Dope" on Pools.

*Grain Dealers Journal:* I notice the Journal is running quite a well-deserved "rumpus" over the pooling activities in some of our foremost grain-producing states.

I don't want to pat myself on the back, but from the outset I warned all my farmer patrons against the pools and predicted that those who tangled up for five years would be sorry.

Some of my friends listened and a very few did not. Those who didn't listen are now sorry and one or two have come to me for advice. Not being a lawyer, I could not help them a whole lot, but I pointed out various articles in your good Journal and I guess they'll wait a while longer before taking any action.

I think that as soon as a bunch of farmers who are stuck get together and raise a "howl" in the Supreme courts, the sooner this whole money-losing scheme will be dropped.—Pedro.

## Members Deserting the Pool.

*Grain Dealers Journal:* It does seem to me that it is human nature for us, when looking for a remedy for a bad condition, to be carried away by some high-sounding proposition from the demagogues and overlook the remedies which we have at hand. We think we recognize the advantages of the orderly marketing of grain and which could, and would be, willingly and successfully handled by the present marketing system if the present and what we consider efficient facilities were taken advantage of by the producers.

We have the co-operative marketing law, the public warehouse storage law together with the Intermediate Credit Bank which we believe are designed to work out the orderly marketing of the farmers products and would do so if he would only use them.

A great deal of promotional work on grain pooling through the Wheat Growers Ass'n has been done here, and we believe that this energetic action on their part will prove to be an affliction. They have been handling a great deal of grain this season, but the reduction in the advance on this grain, lately made, is causing quite a number of infractions in the membership contract. We have no knowledge of any attempt on the part of the Association to punish the offenders.—J. H. Foster, Sec'y Co-op. Society, Dalton, Neb.

## Dealers Offer to Handle for 5 Cts. per Bushel Spurned.

*Grain Dealers Journal:* The so-called farmers friends, the pool promoters, are very busy in this part of the country and a good per cent of the farmers are signing up. We certainly cannot understand why they will fall for such stuff as this, but I suppose the only thing for them to do is to live and learn. It will be an expensive lesson to them and possibly it is worth the cost, but we doubt it as when this proposition is out of the way something else will come up which they will probably fall for again as usual.

We have offered to handle producers wheat at 5c per bushel and ship it any place they would direct. They won't do that, but would rather give somebody else more money. It is true the wheat farmer is in a deplorable condition, but in our opinion he will have to work out his own salvation for we hardly believe that anything can be done that will be of material benefit to him.

We believe that the big corn states should cut out raising wheat and leave wheat to states where the corn crop is so uncertain. In any event the wheat acreage must be reduced to a

point where we will have very little if any, surplus for export.

So far as we know no members of the grain pools have been sued for nondelivery of grain. We wish that the grain growers would awake to the fact that the local grain men will do more for them than these outside agitators.—Wallingford Bros., Ashland, Kan.

## Tenants Giving Up Leases Rather Than Deliver to Pool.

*Grain Dealers Journal:* The Kansas Wheat Growers Ass'n is working here and to date has handled quite a lot of wheat, but there is a lot of dissatisfied contract holders here, and some are doing everything to get out from under.

When it comes to giving satisfaction to an entire neighborhood in the selling of that amount of wheat, it is more than any one man or organization will ever be able to do.

I have come in contact with a few fellows here who say they will not deliver any more wheat to the Association, as it would be cheaper to pay the penalty than it would be to deliver the grain and wait a whole year for the money, however the most of the contract holders here are living up to the contract except to slip out a wagon load or two in order to get a little extra money to meet the necessary bills that have to be paid.

What I cannot understand is, if the way the wheat has been handled is making them any extra money, Why they will try to get out of it by taking some to the local dealer or wish they had never signed the contract.

There has not been any member sued here for non-delivery, but there have been several in Sedgwick county. I understand they have all been dismissed, for what reason I do not know, but I could make a mighty good guess, and that is, if all the suits were carried through the court, we would have to import lawyers to help put the cases through, as there would be so many members follow the first fellow that made a start.

I have heard of some cases where the landlord was asked to put out the crop and pay all the expenses, and relieve the renter from any responsibility of delivering his share, and I expect this will be the final outcome of most of the dissatisfied ones.—H. E. Hickerson, Hickerson Elevator, Sedgwick, Kan.

## President Learns Truth About Pools and Co-operative Marketing.

John W. Shorthill, sec'y, and John F. Gustafson of Windom, Minn., pres. of the Farmers National Grain Dealers Ass'n, visited Washington recently and gave President Coolidge the views of the organized farmers co-operative companies on pooling.

A digest of their remarks to the president was obtained by Chas. Hart, correspondent, and sent by letters to the *Northwestern Miller*, as follows:

"Co-operative marketing ass'ns, as applied to cotton, tobacco, citrus fruits, raisins and prunes, had been effective, they said, but as used for marketing wheat were bound to be a disappointment. Farmers who have gone into it have already failed in many instances to get what they expected and in some cases had failed to receive what they would had they marketed their wheat by delivering it to their local grain dealer.

"Mr. Gustafson and Mr. Shorthill declared they were opposed to any kind of government price fixing, and said that many of the proposals for relieving the farmers were only pretty theories. They said some temporary relief should be granted the wheat industry, but that the government should avoid any permanent plan of relief, because that would result again in the overstimulation of production."

## Farmer Grain Dealers Meet at Mitchell, S. D.

The annual convention of the South Dakota Farmers Grain Dealers Ass'n was held Dec. 5, 6 and 7 in the city hall at Mitchell, S. D. More than 200 representatives of the state farmers elevators and others interested were present at the opening session.

Mayor E. V. Bobb opened the first session with an address of welcome to which C. H. Sidow, Aberdeen, responded.

J. J. Murphy, of the South Dakota Railway Commission, explained to the assembly the new state storage law and stated that "while the law has its defects, it is infinitely better than the one now in effect, and if the people vote it down, they will have to take steps to amend the old law or frame a new one." Who gets a commission on the bonds sold?

An attack on Gray Silver, lobbyist for the American Farm Bureau, was made by B. L. Ewing of Doland. He stated that Mr. Silver had caused the price of wheat to go down by sending out propaganda that wheat had gone down from \$1.40 to 80 cents per bushel when the new crop began to move, when in reality the drop was but 10 cents per bushel. Mr. Silver wished to have the government buy 200,000,000 bushels to prevent the alleged 60-cent drop. Mr. Ewing pointed out the absurdity of the 60-cent drop being dependent upon the purchase of 200,000,000 bushels out of a billion-bushel crop, as the entire Canadian wheat crop could be sold in this country with only a 30-cents-per-bushel tariff charge.

One of the resolutions adopted by the assembly was to advocate the sale of grain through co-operative concerns selling on the open market, and opposing the pooling of grain.

Another resolution adopted by the ass'n is: There is a vast amount of ignorant, ill-considered, and damaging talk about the financial condition of the farmers and farming, and about the general financial and economic conditions in South Dakota. Such talks can have no other effect than to impair the credit and financial standing of the State. A most comprehensive and exhaustive investigation of farming conditions in South Dakota and elsewhere in the northwest, has been made by the Federal Reserve Bank of Minneapolis which investigation shows such rumors to be absolutely fallacious, and damaging statements as to the farming conditions in South Dakota. The South Dakota Farmers' Grain Dealers' Ass'n urgently request that Mr. John W. Rich, chairman of the board and Federal Reserve agent of the Federal Reserve Bank of Minneapolis prepare an abstract from his report on "The Economic Position of Agriculture in the Northwest Grain Raising Areas," as that report deals with the farming conditions in South Dakota. We urge that a copy of such abstract be sent to every newspaper of South Dakota with the request that it be published, and that it be given editorial comment when so published, for the purpose of showing to our own people the fundamental soundness of our farming conditions and likewise to show the necessity of a cessation of fallacious publicity.

The report of John H. Rich on the "Economic Position of Agriculture in the Northwest" was published rather fully on page 672-3 of the Nov. 25 Grain Dealers Journal.

Officers elected for the ensuing year are: A. L. Berg, Baltic, re-elected pres.; L. D. Hicks, director first district; C. J. Oyen, Baltic, director second district; J. C. Lehman, Mitchell, director third district. The directors will meet later and elect a secretary.

A RUSSIAN SHIP, carrying 5,300 tons of grain from Novorossysk, arrived at Genoa, Italy, on the Black Sea, Nov. 14. It is said that this is the first vessel of its kind to arrive at an Italian port from Russia in nine years. More cargoes are expected to follow, as Italy has purchased 25,000 tons of Russian grain.



# Country Elevator Accounting

## Carlot Purchases and Sales

By C. A. LOVELL

When the business of handling grain in carlots is considered in the strictest possible manner it is not a problem which frequently confronts the man who is engaged in the operation of an ordinary country elevator. Rather is it a problem for the commission merchant, the miller, terminal elevators, and receivers of grain generally.

And yet, anything that affects the country dealer's grain likewise affects his business, and the more he knows about how a given work is done the more he will be in position to make himself of the greatest possible value to his own affairs and to his community. For this reason it is quite in place to consider carlot purchases and sales in a series of articles dealing with country elevator accounting.

**Analysis of the problem** shows that two factors stand out as having prime importance. These are the net proceeds in and out on each car, the cost of that car and the amount for which it is sold. It is the difference between these two sums which represents profit or loss.

It is none the less necessary, however, to have certain other facts immediately available as the business is being conducted from day to day; and some points may need to be known after a long period of time. On this account, carlot records should be complete enough to tell the whole story about each shipment.

The two forms reproduced herewith represent a carlot record that will meet every requirement except that of disclosing contract data. This could be added, but it would make the sheets so large that they would be unwieldy, and in practice it will generally be found preferable to record contract information in one place and shipping information in another. Then some means should be provided for cross indexing the two so that they can be compared, and even combined, when that becomes necessary.

The several column headings on each of these forms will explain themselves with little or no additional comment. Each form should be printed and ruled on both sides of a sheet. A good size is 14 by 17 inches as this will fit standard binders that are easily procurable. Unless the business is exceptionally heavy it will be found practicable to use one binder for both purchases and sales, keeping them separated by a sheet of heavy paper of distinctive color.

The method of using the forms is as follows: Each car is entered on a single line of the purchase form and the sales form at the time the original papers are handled. The destination weights and net proceeds cannot be filled in at this time, of course, but that task will come later.

When account sales are received the final data should be entered in the proper columns, with identifying dates and other pertinent information; and the respective amount should be entered to the debit and credit of customers' accounts in the ledger.

Next, add together the purchase net proceeds of all cars entered in a given day. Treat the sales net proceeds in the same manner. The resultant totals should be transferred to the debit and credit of ledger grain accounts. This may be done at one time at the end of each month if that course is desired; and a good deal of posting time will be saved. Care must be exercised, however, that no amounts be skipped in running up the totals on the adding machine, as in that case the ledger will not be in balance and "trouble shooting" will be in order.

A good way to avoid the danger of skipping amounts is to use the adding machine on the account sales themselves, preserving each day's list to the end of the month. This also makes it much easier to separate the different kinds

of grain when more than one is being handled.

The forms are to be used as continuing records, cars being entered in the order of handling and without any particular regard for contracts on which they apply. If several are received from or shipped to the same customer in a single day it will be found convenient, however, to enter them on adjoining lines. Ditto marks can then be used under the names to save time in writing.

It may be noted in passing that the proportionate width of some of the columns on the forms has been purposely narrowed to save space. In actual use the name columns and a few of the others should be widened, and the columns for weights and amounts should be unit ruled.

**Indexing:** The column at the left of each form which gives line numbers is particularly important as this serves a purpose in the indexing system. Each page of the purchase record, as well as each page of the sales record, should be numbered, starting with No. 1. It will then be possible to index car numbers in the Car Register after this manner: 48-17, which will mean Page 48, Line 17. Findings the car in the purchase and sale record will then be an easy matter, as it will have the same relative position in both books. A sheet of the size recommended, 14 by 17 inches, will give 38 lines of ample width with a heading of sufficient depth and a small amount of extra space at the bottom. It is never a good plan to try to write on the bottom line of a page because few bookkeepers can make neat figures without something to serve as a rest for their wrist.

**Controlling Account:** In those cases where a separation is made between general and individual ledgers it will be necessary to make provision for this in posting proceeds of cars. The grain account will be in the general ledger, and customers' accounts in the individual ledger; and in addition the general ledger should have a single account for "Customers' Ledger Control."

The individual ledger will check against the control account. The general ledger will balance within itself.

Entries on the control account from this grain record will be, Debit the control account

### SALES

Line No.	CAR NUMBER	INITIAL	B/L Date Rec'd	B/L Kind	GRAIN	Shippers Weight	ORIGIN	Destination Weight	Final Destination	Date Insp.	Final Grade	AMOUNT RETURNS	✓	Date	SOLD TO	Date of Invoice	PRICE	Date of Draft	AMOUNT DRAFT
1																			
2																			
3																			
4																			
38																			

### PURCHASES

Line No.	CAR NUMBER	INITIAL	DATE	GRAIN	Shippers Weights	Destination Weights	DRAFT	Net Proceeds	DATE	PURCHASED FROM	ADDRESS
1											
2											
3											
4											
38											



for totals on the Sales Record. Credit the control account for totals on the Purchase Record.

The bookkeeper who desires to analyze this rule may do so by remembering that amounts on the Sales Record have been posted to the debit side of customers' accounts and must, therefore, go on the debit side of the control. Purchases have been entered as credits on customers' accounts, and must be placed on the credit side of the control. Again, sales are already credited on the grain accounts elsewhere in the general ledger; purchases are debited to those same grain accounts. The control account merely strikes a balance.

THE EXECUTIVE com'ite of the American Farm Buro Federation requested the resignation of Sec'y J. W. Coverdale, who has served in that capacity since its organization in 1919, but the deposed sec'y has been seated as a delegate from Iowa, and will continue to advocate the policies leading up to the split in the Federation, one faction in which believes too much effort is being devoted to co-operative marketing.

A WHEAT stabilization corporation, to be capitalized at \$300,000,000, is asked of Congress in a bill by Senator Gooding of Idaho. The corporation, under a board of directors, would buy wheat at the fixed price of \$1.50 per bu. for No. 1 northern spring wheat. Directors would receive \$12,000 per annum salary. This would help the radical agitators but not help the farmers. In fact, it would make a bad situation worse.

THE CORN borer situation has shown no developments of great importance during the past year, reports Sec'y of Agriculture Wallace in his annual report. Progress has been made in introducing insect enemies of the borer from Europe and more than a million specimens of one species were liberated in the New England area in 1922. The establishment of the enemy species seems assured. The destructive borer completely destroyed some Ontario fields last year.

### Farm Buro Annual Meeting.

Directors of the American Farm Buro Federation held their fifth annual meeting at the Sherman Hotel, Chicago, Ill., recently.

The usual hullabaloo and arguments which attend all meetings where factions are divided took place.

After the smoke had cleared away, it was found that resolutions were adopted endorsing the development of Muscle Shoals by Henry Ford, a strong merchant marine, an aggressive policy on foreign relations, limitation of immigrants, opposition to income tax reduction, and the construction of the great-lakes-to-the-gulf waterway.

Defeat of a resolution asking endorsement to the National Wheat Growers' Advisory Com'ite brot the resignation of Walton Petet as director and head of the co-operative marketing department.

O. E. Bradfute, Xenia, O., was re-elected president and J. F. Reed of Minnesota was elected vice-president. Both were unanimous. The new executive com'ite, elected by the assembly, reinstated J. W. Coverdale of Iowa as sec'y and treasurer of the organization, and gave him the additional office of director, formerly held by a separate official. Mr. Coverdale had been "discharged" by the former executive com'ite.

BOOKS of the bankrupt Kardos & Burke, grain and stock brokers, indicate that in the first six months the firm collected \$962,000 as margin payments and passed the entire amount into the profit and loss columns as actual profits, testified Joseph Kraus, an accountant, before Referee Olney.

WHEAT PRODUCERS from North Dakota were called upon Nov. 27 by the Tariff Commission at Washington to present evidence in connection with the proposed 50 per cent increase in the 30-cent tariff on wheat. Millers, producers and other interested parties are invited to present their cases.

### Grain Inspection Laboratory of Denver Exchange.

Receipts of grain at the Denver market are keeping up very well and the business this year is very gratifying to the officers of the Denver Grain Exchange Ass'n who have striven to make their market an attractive one to shippers.

Efficient inspection service is one of the factors making for the success of the Denver market. To keep this work right up to date in the matter of equipment the Exchange has recently increased the space allotted to its inspection department from 3 to 5 rooms, and the appurtenances are now the very latest. The offices are devoted entirely to the inspection of grain, hay and beans.

A high point of efficiency has been reached in this department, due to the splendid light, excellent equipment and the experience possessed by Mr. Winslow and Mr. Kunart, who are in charge of the work. Some few months ago C. W. Winslow, who was formerly supervising inspector for the state of Kansas, was brought to the Denver Grain Exchange as Chief Inspector.

The grain samples are kept 30 days in a galvanized iron can instead of using the common grain sack. There is quite an advantage in using the tin container as it better preserves the sample and is a safeguard against mice.

Denver has received considerable moist corn, as have other markets on this crop, but the Denver dealers have been fortunate in not having to take heavy losses in connection with hot corn.

WHEAT importing nations of Europe will find it more advantageous to purchase their wheat in Argentina on account of the tendency of exchange, reports Leon Estabrook to the Argentine ministry. The United States, he continues, cannot produce wheat at prices as low as the Argentine, and it is probable that the production of wheat in the United States will gradually decline to the pre-war level.



Interior of Up-to-Date Grain Inspection Laboratory of Denver Grain Exchange Ass'n at Denver, Colo.



### Artificial Light Accelerates Plant Growth.

Acceleration of the growth of plants by means of artificial light has been proven conclusively by a six-week test conducted under the auspices of the Westinghouse Lamp Co. at the proving grounds of Peter Henderson & Co., seedsmen, at Baldwin, N. Y.

On Sept. 1, twelve varieties of vegetables and twelve varieties of flowers were sown in 3-inch boxes. The soil used was ordinary light, sandy soil such as is used for starting seedlings. Two sets of the boxes were sown, one for daylight growing only, and the other for growing under artificial light.

Both sets were grown under identical conditions of heat and moisture on opposite benches. When the two Westinghouse 110-volt farm lighting plants were turned on the artificial light plants, an oil cloth curtain was drawn between the two sets. The light was switched on every night at 8 p. m. and automatically shut off at 1 a. m.

The difference in the size of plants given artificial light and those given daylight is illustrated in the accompanying engravings. Cucumber—Davies perfect—is shown as 6-A after six weeks' growth with sunshine and artificial light; while 6-B shows the same species after six weeks' growth with daylight only. Butter-nut lettuce is shown as 7-A after six weeks' growth under artificial light and sunlight; while 7-B shows the same species grown six weeks in daylight only. Gypsophila Elegans (Baby's Breath) is shown as 4-X after six weeks' growth under artificial light and sunshine; 4-Y shows the same species after six weeks of daylight only. Antirrhinum Giant (snap dragon) is shown in 5-X after six weeks' growth under artificial light and sunshine; 5-Y shows the same species after six weeks' growth under daylight only.

"Almost from the outset," states J. A. Fiesler of the seed company, "there was a marked difference noted in the germination of the seedlings under the electric light. Germination was hastened in some cases, as in the beans, celery, lettuce and endive among the vegetables, and also among certain varieties of the flowers, to the extent of four to twelve days. The advantage thus gained was maintained in every case to the end of the experiment.

"In some cases there was no perceptible gain in growth, particularly in the root crops, such as beets, carrots and radishes, but the fact that there is a certain analogy between the radiant energy of the sunlight and that of the electric light was definitely established by the fact that the chlorophyll (green coloring matter of the plants) was more active in those plants which received the additional light. The foliage presented a richer, greener, more turgid and vigorous appearance than that of the daylight plants. In the case of vine crops, the stems were heavier and stockier than those of the daylight plants.

"The experiment established the fact that all plants presenting a large leaf surface are greatly stimulated by the supplementary use of electric lights."

Many of the plants grew to approximately twice the size of similar plants receiving only daylight. These were considered by experts to be from 14 to 27 days in advance of normal growth, six weeks after planting.

The tests have proved that to stimulate growth of plants light of the same intensity or color as daylight is not necessarily needed. It was also brot out that plants must rest and it is advisable to supply the artificial light only during carefully chosen hours when daylight is inadequate.

The experiment seems to promise a means of doubling the speed of development of many species of plants and lead to more rapid development of all plant growth in the near future.

### Waging War against 800 Million Rats!

BY A. B. CARSON.

It is not recorded whether or not any rats were sent to plague Adam after he was driven out of the Garden of Eden, but it is certain that they have brought plenty of woe upon his ancestors all down through history.

Nowhere do they pillage in such vast armies as they do in far-off India. In this country, the total number of rats a few years ago was said to exceed eight hundred millions! Since that time a persistent campaign of extermination has greatly reduced this huge army of rodents.

The success of the warfare against rats in India may very profitably serve as an example for this country. Let every agricultural community in the land launch a campaign with the battle cry, "Kill More Rats!"

One of the effective ways to accomplish this is to use a dependable substance like plaster of paris, mixed with cornmeal. This should be scattered about in the rat burrows and around infested buildings. Kill more rats!

### Effect of Ether on Plant Growth.

Ether, if injected into plants, has the power to make plants grow and gives vitality in abundance, states Prof. David Lumsden of the Federal Horticultural Board, after many experiments.

He finds that ether is a powerful plant food and injected at the roots of a plant with a hyperdermic needle will make the plants grow at once and every dormant bud will bloom.

Growers of potatoes and bulbs will be greatly benefited.

Only a small quantity of ether is needed, as a dozen drops injected into the base of a rose bush will make it grow, and one tablespoonful to each 27 cubic feet of air is a good dose to vitalize plants with leaves.

### Salting Soft Corn.

BY C. A. LOVELL.

While soft corn is not the problem this year that it has been on certain occasions in the past, still there is enough of it to cause a very great amount of loss to both grain dealers and farmers. Particularly will this loss come to those who store corn now or later in the winter and hold it until spring.

For some time it has been heard in various quarters that soft corn can be kept in good condition by the simple expedient of salting. Nobody thinks, today, that there is any certain means of avoiding loss entirely except by drying high moisture corn down to a safe basis of water content, but that is impractical in some cases and impossible where the necessary equipment does not exist, so if salting is even likely to be helpful it merits further investigation.

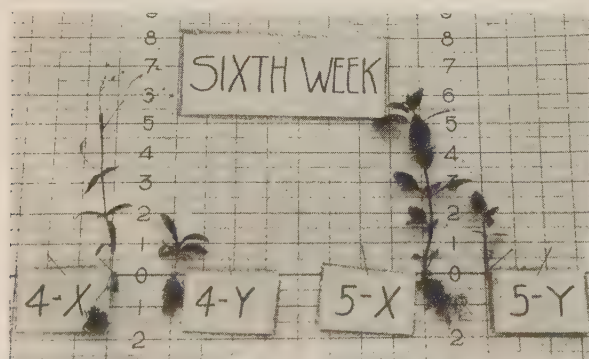
The Iowa Agricultural Experiment Station has conducted a number of tests with a view of determining the facts about this subject. In all, six tests are reported in the bulletin, the results obtained being summarized in tables.

The percentage of badly damaged ears showed a fairly uniform reduction as the quantity of salt increased. In the case of the shelled corn, larger amounts of salt seemed to be accompanied by an improved condition of the corn. The ear corn was placed in barrels until they were about half full, then one-half of the salt to be used was scattered over the ears. The barrels were then filled to the top and the remaining salt scattered over the surface. Heavy paper was then used in covering the barrels to prevent evaporation. The shelled corn, after having the salt thoroughly mixed into it, was placed in strong, heavy paper sacks.

The conclusions which the Station drew from the tests are that salt appears to be of considerable value in retarding fermentation and the development of molds in soft corn, and that in cribbing soft corn from ½ to 1 pound of salt per 100 pounds may be used to advantage. While 2 pounds of salt per 100 pounds appears to give noticeably better results than one pound, it is probable that this amount of salt cannot be used safely when the corn is to be fed to live stock. Animals do not even consume as much as 1 pound of salt per 100 pounds of grain ordinarily, but it is said that tests have shown they can use this amount satisfactorily.

The statement has been made by various farmers who have used salt on cribbed corn that the salt cannot be detected on the corn when it is fed the following season, and it has been assumed that the salt passes to the corn in the drying process, as this is the last part of the ear to give up its excess moisture. If this fact can be established, the use of 2 pounds of salt per 100 pounds of very soft corn would no doubt be of advantage.

It must be stated, however, that when corn containing a high per cent of moisture is stored under unfavorable conditions, the use of salt



Growth of Baby's Breath, 4-X, 4-Y, under artificial and day light; growth of Snap Dragon, 5-X, 5-Y, under artificial and day light.



Growth of Cucumber, 6-A, 6-B, under artificial and day light; growth of Lettuce, 7-A, 7-B,



will not prevent molding or heating. The greatest care is necessary, therefore, in providing proper ventilation, and in the sorting of the corn to remove ears that are already damaged. The very noticeable effect of salt in preventing shelled corn from heating and molding should prove of great value when such corn is shelled and shipped, before it is thoroly dried.

GRAIN from Russia was received at Hull, England, recently for the first time since the world war. It consisted of 2,500 tons of wheat and 5,000 tons of barley. More is en route.

WHEAT is grown at about 90 per cent of the pre-war production in France this year, reports the U. S. Dept. of Agriculture. The population of the war zone is now 4,207,000, compared with 2,000,000 when the armistice was signed. Of the 8,000,000 acres requiring treatment at the close of the war, all has been cleared of explosives and all but 1,000,000 has been cleared of barbed wire and trenches leveled.

## Executive Com'ite of Grain Exchanges Meets.

Members of the executive com'ite of grain exchanges gathered at Chicago, Dec. 16, to discuss the legislative outlook and determine what action should be taken by the exchanges with regard to the effect new bills introduced in Congress will have on the trade.

Practically all of the bills are extreme in their demands and the com'ite does not expect them to receive much consideration by Congress. The bills deal with the grain trade in many ways; one seeks to abolish the exchanges entirely, another guarantees a high fixed price, and a third would create an enormous revolving fund to market the surplus of each year's crop. A list of the bills considered by the exchanges' com'ite is published elsewhere in the Journal.

Those in attendance were B. L. Hargis, Fred Wells, Leslie Gates, J. C. Murray and C. P. Brosseau.



A. Henebry, Plainfield, Ill., Mgr., Plainfield Grain Co.

## A Model Country Elevator.

Plainfield, Ill., situated on the Elgin, Joliet & Eastern Railroad in the northwest section of Will County, has cause to be justly proud of the modern reinforced concrete elevator built there by the Plainfield Grain Co.

This company was organized in 1912 and operates elevators and yards at Frontenac, Normantown, Wolf's Crossing, Caton Farm, and Plainfield, the latter being the company's headquarters. The company has no competition at any of its stations.

J. A. Henebry has been mgr. for the company at Plainfield since its organization. Previous to that time he was for four years with the Square Deal Grain Co. at Morris and for four years with the Farmers Elevator Co. at Assumption. Officers of the company are W. H. Cryder, pres., Geo. Drumm, vice-pres., and C. F. Hartong, sec'y-treas.

The 100,000-bu. elevator at Plainfield is 31x64 ft., 100 ft. high, and contains 24 square bins, all hopped bottoms. The entire building, with the exception of the driveway floor, is of concrete reinforced construction which makes it practically fire-proof. The foundation of the plant is on solid rock.

Equipment includes three legs; a dump sink hopped to boot of each receiving leg; four Hall Distributors; Monitor 2000-bu. per hour cleaner; Richardson Automatic Scale of 3,000-bu. per hour capacity; three Moffitt combination truck and wagon dumps; five Westinghouse motors, each connected to leg by silent chain; a car puller, and manlift. All leg casings are of concrete and the boot pits are of concrete, water-proofed.

The office building is one of the most modern

and best equipped in the entire state. It is 30x42 ft. over scales and all, and is equipped with a 15-ton Howe truck scale, vault, two laboratories, shower bath, steam heat and electric lights.

## Coaxing Smiles

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

### Maybe So, Maybe So.

One of my customers, Christian Schweichard, was explaining to me that he contemplated buying 100 bus. of barley to seed.

"Vat do you tink of dat?" he asked.

"Oh, well," I answered, "possibly it is a good bet. Of course, the season looks bad. You are taking a chance."

"Columbus took a chance," said a loafer by my desk.

"He did, you say?" asked Chris. "Did he grow good barley?"

Chris still thinks we all laughed because at that moment the stenographer sneezed and I dropped my stock book.—Dan C. Sullivan, Ulysses Grain Co., Ulysses, Kan.

### The Latest in Grain Ripeners.

Just the other day a stranger walked into our elevator and saw me dumping some grain into the pit.

He asked, "What're you puttin' it in the cellar for? To ripen it?"—E. F. O'Connor, Leinenkugel & O'Connor, Sauk City, Wis.



100,000-bu. Concrete Elevator of Plainfield Grain Co., at Plainfield, Ill.



### Up-to-Date Dakota Elevator.

The wheat growing territory of North Dakota is not so poverty-stricken that one well managed elevator company could not find the funds wherewith to erect a large and well equipped plant.

The Farmers Elevator Co., of Fortuna, N. D., did more than this, for it scrapped the two old elevators it had been operating for years after coming to the conclusion that the operation of the two old houses kept the overhead expense too high and prevented the manager, W. P. Vincent, from giving the customers the service they were entitled to.

The plant comprises the elevator proper, a large flour and feed warehouse, a 6-bin coal shed and an office and engine room building, 20x22 ft. Under the entire plant is a full basement, making access easy to any part of the lower machinery. The whole plant being covered with iron and conforming to underwriters' regulations the company is allowed the minimum rate of insurance.

Over the driveway are built 6 bins of 300 bus. capacity each, discharging directly to a wagon while standing on the dump scale. These bins are used for local sales. In addition there is 40,000 bus. storage in the 18 bins of the elevator proper. Under the bins is a maltese cross work floor, 13x32 and 12x37 ft., making it possible to install several different cleaning machines, those already in operation being the old gang cleaner and a No. 10 flax machine. The dust from the cleaner is spouted to a dust house. The machinery includes two elevator legs with 10x5½ Salem Buckets and a double distributor. In a separate building is installed a heavy drum car puller that handles up to 6 loaded cars at one time.

The low down driveway makes approach easy for teams and trucks. The driveway is equipped with a 16x8 dump scale and a compressed air truck dump. In addition is a 16x8

wagon scale with beam in office to weigh all coal. The office is divided into three large rooms, making it possible for the manager to transact his business without interruption. In the busy season the manager will have two assistants. In the basement of the office building is the type "Y" 25-h.p. Fairbanks-Morse Oil Engine. The plant, which is shown in the engraving herewith, was designed and built by the T. E. Ibberson Co.

### For Repeal of Tax on Telegraph and Telephone Messages.

Henry L. Goemann, chairman of the Transportation Committee of the Grain Dealers National Ass'n, realizing that the fight over the soldiers' bonus bill might jeopardize the chances of securing a repeal of the tax on telegraph and telephone charges, asked Congressman William M. Morgan, of the Seventeenth Ohio District, to introduce a bill to abolish the tax. He also enlisted the aid of United States Senator Frank B. Willis, of Ohio. Congressman Morgan introduced his bill almost as soon as Congress assembled. It is known as H. R. 91 and was introduced Dec. 5. Senator Willis introduced a similar bill in the Senate known as S. 1025. Mr. Morgan's bill reads as follows:

"Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That Section 500 of the Revenue Act of 1921, except subdivision (d) of such section, is repealed, but shall remain in force for the assessment and collection of all taxes which have accrued thereunder, and for the imposition and collection of all penalties and forfeitures which have accrued or may accrue in relation to any such taxes."

Unless the grain dealers and other business men of the country let their senators and representatives in Congress know that they want

this tax repealed no relief can be expected. Mr. Goemann requests the aid of grain dealers in securing recognition of the Morgan and Willis bills by writing the members of the way and means committee as well as their representatives calling their attention to the facts.

The tax on telegraph and telephone messages was a war tax and is indefensible in peacetime. The tax amounts to \$30,000,000 annually and is a heavy burden upon commerce. The taxes upon freight, passenger and express charges, which were also placed in the revenue bill in war time, have long since been repealed and there is no reason why the telegraph and telephone taxes should not also be abolished.

If nothing else is done toward tax reduction the tax on wire messages at least ought to be abolished. The grain trade pays its full share of the many other taxes and should not be discriminated against by special taxes.

### Concrete Driveways.

BY P. F. M'ALLISTER.

Our hard roads are bringing about changes in grain elevators that were never dreamed of ten years ago, let alone twenty years ago.

The one change most familiar to the trade being the necessity of truck dumps altho this is not what I started to tell you about.

The change or innovation in mind is the building of a concrete driveway from the office scale to the elevator.

Many elevators, altho on the decline, have approaches excessively high with long wooden approaches; others have their driveway floor from 4 to 6 feet above the natural ground level. Some are under this measurement, and it is for these that this is written, or for those who want to lower their approaches.

This coming year the Cannon Ball train from Sandwich to Princeton, Ill., will be concreted, and the use of farm trucks will increase. Having this in mind, the Earlville Farmers Elev. Co., of Earlville, Ill., decided to put in a concrete slab from their office scale to the elevator. The driveway floor is about 2 feet above the level of the scale and the distance is 100 feet.

The concrete slab is 10 feet wide, and on an average of 9 inches deep, reinforced with heavy galvanized woven fencing, which puts it on a par with city concrete paving. If any spots should develop in the ground under the slab the reinforcing will distribute the load over an area great enough to withstand the concentrated load of 2,000 to 3,000 pounds which bears on each wheel of a truck loaded with corn or wheat.

Another advantageous feature is that all mud accumulated on the wheels has a chance to be jarred loose and shaken off instead of being carried onto the driveway floor, falling into the dump or being swept into the dump.

The driveway at Earlville was grooved every 8 inches and left reasonably rough by floor finishing instead of trowel finish, thus preventing a slippery driveway.

This driveway is a big help to the manager and other employees going to and from the office in bad weather, also it helps keep the office floors clean.

This driveway cost approximately \$350.00 and required about 30 yards of concrete.

Is it worth it?

FRANCE objects to any American credits for foodstuffs to Germany superseding reparation as a first mortgage on anything of value in Germany. Officials suggest that America should take German property in the United States as credit for foodstuffs. They also insist that the United States should join the allies in forcing German farmers to sell to the people. It is claimed that there is sufficient foodstuffs to feed all if properly distributed.



40,000-bu. Elevator of Farmers Elevator Co. at Fortuna, N. D.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

San Francisco, Cal.—The office of the Federal Grain Supervision here has been removed to a new location in the Clunie Bldg.

## CANADA

Keppel, Sask.—On Dec. 9 burglars blew a hole in the elvtr. of the Quaker Oats Co. and escaped with \$1,300 in cash.

Herbert, Sask.—The elvtr. of the Central Grain Co. together with 6,000 bus. of wheat were totally destroyed by fire Dec. 13. Loss 20,000.

Leduc, Alta.—The elvtr. of the Alberta Pacific Elvtr. Co. was completely destroyed by fire on Dec. 8 together with 30,000 bus. of grain. Loss, \$45,000.

Vancouver, B. C.—A contract has been let for the designing of a belt conveyor system to be used in loading grain boats at elvtr. No. 1 and annex. The annex first received grain on Nov. 20th.

Bulwark, Alta.—The elvtr. of the North Star Elvtr. Co. was completely destroyed by fire Dec. 10, together with 30,000 bus. of grain which are a total loss. An overheated shaft started the blaze.

Ft. William, Ont.—The Smith-Murphy Grain Co., Ltd., controller of the Mutual Elvtr. recently leased the D. & S. Elvtr. here and will operate same for the balance of the present crop year under the name of the Reliance Terminal Elvtr.

Point Edward, Ont.—Plans are being discussed for the erection of a grain elvtr. at this place. Chas. S. Band of New York, connected with the American milling interests and Mayor H. Cook of Sarnia both recently gave an address in connection with the plans.

Montreal, Que.—The work which began last June on the extension of elvtr. "B" at Windmill Point is almost complete and two of the four additional grain loading berths have already been placed in use. The total capacity of the elvtr. is 3,500,000 bus. In addition to this work construction on the new 2,000,000 bus. elvtr. at Tarte pier is making progress.

Vancouver, B. C.—The new concrete elvtr. unit built for the Vancouver Harbor Board will be ready about Jan. 1. Machinery installation was commenced some time ago, the receiving equipment was ready Nov. 15, the discharging machinery was ready Dec. 15, and it is expected that the elvtr. will be officially turned over to the board by Jan. 1. This addition cost \$500,000. It is 160 ft. high and has 63 separate bins. With the new bids the Harbor Board will have storage capacity of 2,000,000 bus. at the government dock plant.

Vancouver, B. C.—A 2,000,000 bu. reinforced concrete grain elvtr. to cost approximately \$2,000,000 will be constructed by the Terminal Grain Co., Ltd., according to R. H. Gale, pres. of the company. Construction will be started as soon as possible and it is hoped to have the new elvtr. finished by next May. Mr. Gale also stated that if satisfactory arrangements could be made the same firm will be prepared to erect a large flour mill here and in addition will make provisions for its own line of country elvtrs. from a point near Calgary to Vancouver. The entire undertaking will cost approximately 15,000,000.

## IDAHO

DuBois, Ida.—It is reported that the DuBois mill formerly known as the DuBois Mfg. & Elvtr. Co. is undergoing a thorough remodeling and will be ready to run in about a week, and it is probable the mill will start in the very near future.

## ILLINOIS

Mazon, Ill.—The Farmers Elvtr. Co. here was recently entered by burglars.

Lynn Center, Ill.—H. H. Swanson is successor to Swanson & Anderson here.

Godfrey, Ill.—William Nelder resigned as mgr. of the Godfrey Elvtr. Co. Nov. 30.

Prairie City, Ill.—N. F. Zook has succeeded Mr. Kreider as mgr. of the Lewis Elvtr. here. —Prairie City Grain & Elvtr. Co.

Wing, Ill.—Mr. Marks has succeeded C. C. Wellman as mgr. of the Wing Grain Co.'s Elvtr. here. Mr. Wellman resigned to go to Ransom, Ill.

Camp Grove, Ill.—Davis Bros., Potter & Kennell, have just completed a new modern office building, for their grain, coal and feed business at this point.

Peoria, Ill.—The American Mfg. Co.'s stockholders held a meeting Dec. 11 in Philadelphia to authorize doubling the common stock from \$1,050,000 to \$2,100,000.

Bluff Springs, Ill.—I began duties of mgr. of the Bluff Springs Farmers Elvtr. on Oct. 15 succeeding G. F. Clark who resigned on account of poor health.—F. H. Trussell.

Elmwood, Ill.—We have erected a new warehouse containing storage space for seed, cement, salt and fence. Building is iron-clad.—The Elmwood Elvtr. Co., I. B. Barrett.

Hartsburg, Ill.—Lester Fielding formerly mgr. of the Union Grain & Lumber Co. of Union has succeeded Larkin G. Nall as mgr. of the Hartsburg Grain, Coal & Lumber Co. here.

Peoria, Ill.—The Peoria Grain and Barging Co. has leased the 100,000 bu. elvtr. of the Great Western Distillery on the river and will operate it. The distillery has been dismantled and razed.

Union (Emden p. o.), Ill.—Larkin G. Nall, formerly mgr. of the Hartsburg Grain, Coal & Lumber Co. of Hartsburg, has succeeded Lester Fielding as mgr. of the Union Grain & Lumber Co. here.

Champaign, Ill.—The following are new members in the Illinois Grain Dealers Ass'n: R. S. Ritchie, Fossland; Davis Bros., Cissna Park; Wm. Goldberg, Danville; Geo. L. Merritt, Alvin; Jas. E. McCreery, Mason City; Harry Brock Jones, Humrick, and the Farmers Gr. & Lbr. Co., Newman.

Fairmount, Ill.—Fred L. Davis, while at work at the Farmers Co-op. Grain Ass'n, was assisting about the blower at the elvtr. which is used to load cars, when the second finger of his left hand was caught in the sprocket wheel of the dump and torn off at the second joint. Mr. Davis had the leg of his overalls caught in the machinery and the garment was torn off at the knee before he could be extricated. The flesh on his finger was badly lacerated and it was necessary to amputate the stub midway between the two joints.

Ipava, Ill.—A deficit of \$9,000 was recently unearthed in the audit of the Farmers Elvtr. Co. here. J. D. Mitchell who had been mgr. for three years, resigned and removed to Taylorville, before the audit was completed. Clinton Snedeker now has full charge of the Farmers Elvtr.

Peoria, Ill.—The Conover-McHenry elvtr. erected here a few years ago was recently purchased by the Illinois Grain Building Corp., which incorporated recently; capital stock \$65,000. Incorporators are Logan Hay, R. Allen Stephens and Louis G. Coleman. The elvtr. will be operated by the new company.

Springfield, Ill.—Herbert Corman, formerly of the American Hominy Co., which recently moved from Indianapolis to Chicago will succeed W. W. Hill as gen. mgr. of the Elvtr. Mfg. Co. Mr. Hill who resigned will probably devote his time to a number of elvtrs. in the territory surrounding Springfield and in which he is interested.

Fairmount, Ill.—At the annual stockholders' meeting of the Farmers Co-op. Grain Ass'n, recently two directors were elected and the vote to rebuild was 76 for rebuilding and 26 against rebuilding. The stockholders voted to give the directors authority to proceed with the building. Nothing will be done towards building until spring.—Farmers Co-op. Grain Ass'n, W. L. Jackson.

Havana, Ill.—The incorporation com'tee of the Farmers Elvtr. consisting of Rudolph Hackman, Louis Hahn, Henry Roat, Andrew Larson, Chris Beckman and Chas. W. Borgelt met recently to complete the work of incorporating. The company is incorporating for \$40,000, and is planning to commence business at once. It owns four lots located directly on the Illinois river suitable for a building site. The organization now consists of 116 stockholders.

Beecher, Ill.—The report of the auditor of the Farmers Grain Co., whose suit against its manager for \$30,000 lost in speculation was reported in these columns Nov. 10, shows that J. E. Bennett & Co. received checks totaling \$3,516.20; E. Lowitz & Co., \$2,100 direct and \$1,400 indirect by checks; Walters Bros., \$3,778.88 by checks and grain; Lowell Hoit & Co., \$3,899.83 by checks and grain; Sawers Grain Co., \$6,166.83 by checks and grain, and \$700 from car of corn, estimated. The audit also showed that on Jan. 1, 1923, instead of an indicated surplus of \$3,400, there was actually a deficit of \$9,000. In addition the manager was short \$16,514.53, besides having lost \$13,954.34 of company money. Statement issued by Lowell Hoit & Co. showed trades in more than 367,000 bus. of grain; and statement by Sawers Grain Co. shows trades in 826,000 bus. of grain. The trades show 14 times as much grain as the Farmers Grain Co. handled during the period of the speculation. F. E. Heldt was mgr. of the company.

## CHICAGO NOTES.

Barton Millard of Omaha, Neb., has been suspended from membership in the Board of Trade under the insolvency rule, No. XXIX.

C. A. Johnson has been suspended from membership in the Board of Trade under Rule XXIX. This rule covers failure to meet obligations.

Contributions are sought by a com'tee appointed by Pres. Stream of the Board of Trade to solicit for the erection of the memorial to the late President Harding by the Harding Memorial Ass'n. Each contributor of one dollar or more receives an engraved certificate of membership to the ass'n.

John B. Scott, one of the oldest and best known members of the Board of Trade, died in Brownsville, Tex., Dec. 13 after an illness of several days from double pneumonia. Mr. Scott was 62 years old, and was born in Montreal, Can. He is survived by his wife and four children.



The vote on the amendment to the rules of the Board of Trade paving the way for an improved method of clearing trades will be taken Dec. 28.

A Com'te of 25 is working to enroll 250 new members before the next annual meeting of the Board of Trade Mutual Benefit Ass'n. Within a short time 129 applications have been received and so far 93 have passed the required medical examination.

Claims of around \$150,000 for legal expenses in connection with the liquidation of the firm of E. W. Wagner & Co. were recently presented by three firms of New York lawyers. Total expenses in handling the failure so far have been \$757,000.

E. R. Bacon, member of the Board of Trade for 44 years, died suddenly at his home Dec. 23, at the age of 66 years. He joined the Board of Trade in 1879 and since that time has been engaged in the grain business. He was president of the E. R. Bacon Grain Co., and the Aberdeen Elevator Co., Ltd., of Canada, and also a member of the Boston Chamber of Commerce. His widow, Katherine D. Bacon, four sons, Raymond C., Edward R., Jr., John William, and Robert C., and one daughter, Mrs. D. Pitkin, survive him.

## INDIANA

Cynthiana, Ind.—Henry Deig sold out his business to Igleheart Bros.

Goshen, Ind.—The Rock Run Mills increased its capital stock from \$120,000 to \$216,000.

Decatur, Ind.—The Adam County Equity Elvtr. will be sold Dec. 28.—C. S. Niblic, receiver.

Evansville, Ind.—So far as we know there is no Ohio Valley Grain Co. located here.—Ohio Valley Seed Co.

Sheridan, Ind.—We have chosen I. R. Harris as mgr. of our Co-op. Company, successor to Chas. Smith.—F. Co-op. Co.

Evansville, Ind.—The Sunnyside Mlg. Co. installed a 4,000-volt G. E. Motor in the mill, and also increased the capital stock from \$60,000 to \$100,000.

McGary Station (Owensboro, p. o.), Ind.—The elvtr. of Ford Garrett of Princeton was completely destroyed by fire Dec. 11. Loss \$10,000; partly insured.

Hortonville, Ind.—I have been appointed receiver for the Farmers Co-op. Co. here. I am running the elvtr. and expect to sell it.—A. M. Stephenson.

Kendallville, Ind.—There has been so much talk about co-operating marketing their grain that it is getting the farmer stirred up and not getting him anything.—J. C. Fetter, Campbell & Co.

Angola, Ind.—There is no pooling of grain in this county. We have Co-op. Elvtrs. but they handle grain the same as the rest of us do, independent of "Wheat Growers Assn."—Sheldon & Co.

West Middleton, Ind.—O. D. Hollingsworth, age 56 years, died Dec. 5 from pernicious anemia with which he had been confined to bed for the last five weeks. Mr. Hollingsworth was mgr. for the West Middleton Elvtr. Co. He is survived by his wife and three children.

Indianapolis, Ind.—The annual convention of the Indiana Grain Dealers Ass'n will be held Jan. 17 and 18 in the Board of Trade Bldg. So far the services of Ex-Governor J. P. Goodrich have been secured for a talk on Russia. Robt. S. Binker, v. p., Com'te on Public Relations, New York; and A. E. Reynolds, Crawfordsville (if he arrives from Europe in time) have been engaged also.—Chas. B. Riley, sec'y.

## IOWA

Arnold, Ia.—Mr. McClelland has disposed of his interest in the Arnold Grain Co. here.

Perkins, Ia.—Blankespoor Bros. recently bot out the Perkins Grain & Live Stock Co. here.

Welton, Ia.—M. J. Hughes died recently. He is survived by his wife, six sons and one daughter.

Alta, Ia.—The E. A. Brown Elvtr. Co. recently installed an air lift and a 12,000 bus. tank of clay blocks.

West Union, Ia.—A corn meal and cracked corn outfit will be installed in the mill of J. M. Heally at this place.

North Liberty, Ia.—The North Liberty Elvtr. Co. recently installed a Monarch 20-in. Electric Grinder with 15-h. p. motor.

Panora, Ia.—Art Allen, mgr. of the Farmers Elvtr. here, has had a new radio outfit installed at the elvtr. office so as to keep posted on stock and grain quotations.

Cleves, Ia.—D. J. Peters is again in possession of the elvtr. here. He formerly owned it and sold it to Ben Jaspers about four years ago. Mr. Peters now owns three elvtrs.

Pleasant Prairie, Ia.—A feed mill and elvtr. was recently opened by William C. Herman in a new building located along the Clinton, Davenport & Muscatine right of way. Capacity of the elvtr. is 4,000 bus.

Sheldon, Ia.—J. A. Campbell, who was for eight years sec'y-treas. of the L. J. Button Elvtr. Co. with headquarters at this place, has opened up a public accountants office here and will make the auditing of grain accounts a specialty.

Truesdale, Ia.—K. R. Frazier of Storm Lake, who recently purchased the elvtr. here from M. H. Spurgeon & Son will retain Mr. Fletcher during the coming winter to be with the new concern which will be known as the Truesdale Grain Co.

Toledo, Ia.—The Iowa Railway & Light Co. of Cedar Rapids has let contract for the erection of a grain elvtr. to be built on the Tama & Toledo Railroad here. It is expected to have the structure completed within a short time. This elvtr. has 15,000 bus. capacity.

Cedar Rapids, Ia.—The Piper Grain & Mlg. Co. was taken over by the King-Wilder Grain Co. several months ago, and is operated by the King Wilder Grain Co., altho we have continued the trade name and operating the mill as the Piper Grain & Mlg. Co.—S. W. Wilder.

Ft Dodge, Ia.—The Bartlett Frazier Co. of Chicago has recently taken over the branch office of the Trans-Mississippi Grain Co. here. Fred Payne is mgr. They will do a general future and cash grain business having connections with terminal markets in the middle west including Omaha, Kansas City, St. Louis, Minneapolis, Duluth, and Winnipeg.

Hakesville (Manson p. o.), Ia.—Davis Bros. & Hakes are handling grain at their new point opened up between Manson and Barnum, Ia., on the I. C. A. Hakes is active mgr., C. C. Davis, Ft. Dodge, Ia.; E. W. Davis, Galesburg, Ill.; F. M. Davis, Toulon, Ill., are the Davis Bros. of above firm, in the spring, lumber, tile and complete line of building materials will be added to their grain and coal business.

Toledo, Ia.—The Mesquakie Grain & Mlg. Co. incorporated and is to conduct a general grain, lumber, mercantile and mlg. business; to buy, own, sell and deal in all kinds of grains, seeds, live stock, poultry, farm and dairy produce and products; lumber, poles, posts, mill work and all kinds of building materials. Capital stock \$10,000. The Mesquakie Grain & Mlg. Co. recently bot the plant from the Eclipse Mlg. Co. and has started a number of extensive improvements. Included in the improvements is an elvtr. with a capacity of 15,000 bus. to be used for storing grain for milling purposes. The mill will be given a general overhauling.

New Hartford, Ia.—Moore & Good, owners of the New Hartford Elvtr. Co., have let contract for the rebuilding of their elvtr. which burned some time ago.

## KANSAS

Johnson, Kan.—Mr. Gaskett is building elvtr. at this point.

Rolla, Kan.—I have removed from Rolla. Ulysses, Kan.—A. L. McClure.

Argonia, Kan.—The J. S. Dillon Mlg. Co. incorporated; capital stock \$25,000.

Vermillion, Kan.—D. L. Anderson bot the Smith elvtr. here and will remodel and improve it.

Wichita, Kan.—The Clark Burdg Grain Co. has been incorporated; capital stock \$50,000.—Cal.

Morrowville, Kan.—The Morrowville Grain & Coal Co. incorporated; capital stock, \$50,000.—Cal.

Clafin, Kan.—The Universal Mill & Elvtr. is closed and has been for some time.—R. Hamilton.

Kellogg, Kan.—H. L. Tribley has succeeded A. F. Gardner, who resigned as mgr. of the Farmers Union.

Wilson, Kan.—The Farmers Elvtr. Co. contemplating changing from gasoline to electric power.—B. W. Kyeser.

Lillis, Kan.—Barret & Walker did not rebuild their elvtr. which burned. No elvtr. here present and no prospects for one.—X.

Ford, Kan.—The Midwest Grain Co. which was formerly the E. Riley Elvtr. is closed. The Security Elvtr. Co. here is closed. There are four elvtrs. located here; only two operating at present.

Smolan, Kan.—August Bergquist has succeeded J. W. Dean as mgr. of the Shellabarger Mill & Elvtr. Co. here. Mr. Dean resigned to accept a similar position at Concordia.

Lyons, Kan.—The safe of the Farmers Co-op. Elvtr. Co. was wrecked and the office damaged by yeggmen recently. While effecting entrance into the safe the office was damaged and the use of nitro-glycerine.

Andover, Kan.—The Kansas Mlg. Co. has started the construction of a new elvtr. to replace that which burned several weeks ago. Estimated capacity of the new elvtr. is 6,000 bus. It is to be finished within thirty days.

Abilene, Kan.—The additional storage to the Abilene Flour Mills Co. here consists of two 15 ft. diameter tanks and two of them 16 ft. diameter, with five interspace bins, all of them 80 ft. high, on top of which will be built a concrete gallery in which the upper conveyors will be installed.

Conway, Kan.—I own an elvtr. at this station and have put it in readiness for operation. I expect to operate the elvtr. personally or I can get a contract with some good company will operate it for them.—F. L. Mowbray.

Almena, Kan.—G. H. Graham, a farmer, bot the Rock Island elvtr. of the Farmers Union and has taken charge. L. J. Warner has succeeded Chas. W. Foland as mgr. of the grain department of the Farmers Union Co-op. Ass'n.

Tonganoxie, Kan.—The Fair-Hinshaw Mlg. Co., incorporated; capital stock, \$50,000. The milling capacity is 500 bbls. flour, 500 bbls. corn meal, 100,000 bus. grain storage 25,000 bus. frame, 75,000 bus. concrete.—The Fair-Hinshaw Mlg. Co.

La Crosse, Kan.—F. W. Kath, former grain man and later sec'y of the La Crosse Mlg. Grain & Ice Co. here which failed, was arrested a second time with other officers of the company in connection with the affairs of the milling concern on a charge of grand larceny, the complaint being that he converted to his own use \$3,374 worth of wheat belonging to J. H. Morse and \$561 belonging to Floyd Edwards.



Herington, Kan.—The office of the Herington Grain Co. was broken into and it seems the burglars did not know that the safe was never locked. They blew it up, ruining the safe. They got no money or valuables of any kind.—The Farmers Union Co-op. Merc. Ass'n.

Satanta, Kan.—We still have the elvtr. here, but there was no wheat crop in this locality last year and the acreage of milo maize was so light that there was nothing to open the elvtr. for, so we expect to keep this plant closed until next July, at which time we hope to reopen for business again, as the prospect for the growing wheat crop is mighty good in this locality.—L. H. Pettit Grain Co.

Burdett, Kan.—The charge on which E. L. Allen, formerly mgr. of the George Gano elvtr. here, was prosecuted for having stolen 1,100 bus. of wheat was dismissed on the technical ground that the elvtr. was designated as belonging to a corporation instead of an individual. Mr. Allen was re-arrested on the same charge after new information was prepared. It is alleged he permitted truckers to take wheat from the elvtr. and dispose of it elsewhere, he sharing in the proceeds.

## KENTUCKY

Paducah, Ky.—Mail addressed to the Vincent-Hudgens Grain Co. has been returned marked "out of business."

Newport, Ky.—Edward Linder, mgr. of the Dorsel Grain Co., resigned Dec. 1. Mr. Linder will become assistant to Lyle Lord in the management of the Early & Daniel Co.'s feed department.

Louisville, Ky.—We have recently sold our business to Henry Freuchenicht of this city and have taken over the Studebaker Automobile agency in Louisville and a good portion of the state of Kentucky.—Edinger & Co., A. W. Edinger.

## MARYLAND

Baltimore, Md.—The firm of John T. Fahey Co., Inc., is out of business.

Baltimore, Md.—Work on the \$3,500,000 reinforced concrete elvtr. of the B. & O. R. R. is progressing rapidly and the pouring of the concrete for the tanks and working house will soon be completed. The first unit of 90 tanks was poured last month and the second unit will soon be completed. M. A. Long & Co., the building contractors, claim the work is now 30 days ahead of schedule and progressing favorably in all departments.

## MICHIGAN

Hillsdale, Mich.—Mrs. Minna Stock, 4 years old, pres. of F. W. Stock & Sons Co., died here recently.

Vassar, Mich.—We are operating the elvtr. which we recently bot from the Vassar Farmers Elvtr. Co.—Hart Bros., M. J. Hart.

Detroit, Mich.—Albert Pelisczko has succeeded Chas. F. Allan as superintendent of the board of Trade elvtr. Mr. Allen died very suddenly.

Pontiac, Mich.—C. E. Depuy died suddenly. William Jossman, formerly of the Caughy-Jossman Co. of Detroit is carrying on the business of Mr. Depuy.

Sunfield, Mich.—The John Palmer elvtr. turned to the ground recently. The building and contents were a total loss, amounting to \$5,000; partly insured.

Cedar Springs, Mich.—We have incorporated for \$25,000 as the Cedar Springs Co-op. Co. elvtr. on Penn. R. R., capacity 6,000 bus. We handle all kinds of farm produce, feed, seeds, flour, etc.—J. H. Allen, mgr.

## MINNESOTA

Garvin, Minn.—We are successors to Peterson & Spiess.—T. H. Webb Grain Co.

Rose Creek, Minn.—John Cronan expects to remodel and paint the elvtr. here next spring.

Duluth, Minn.—The Occident Terminal Elvtr. Co.'s new elvtr. at this place is practically completed.

Minneapolis, Minn.—The wife of Carl Rollins of the Gregory-Jennison Co. died suddenly from pneumonia.

Westport, Minn.—The elvtr. owned by the Monarch Elvtr. Co. of Minneapolis, on the N. P. right-of-way has been destroyed by fire.

New Prairie, Minn.—The elvtr. at this point leased by G. G. Landmark last summer for one year was recently purchased by Gust Enbretson for \$5,700 and possession taken Dec. 1.

Minneapolis, Minn.—L. D. Welch, Sr., formerly a member of the Chamber of Commerce and a resident of California for a number of years, died suddenly a day after the death of his wife.

Silver Lake, Minn.—The Korista Elvtr. which has been closed for a year or two since Frank Korista, Sr., retired from business, has been dismantled and the lumber sold for other purposes.

Minneapolis, Minn.—Charles F. Wheeler, charter member of the Chamber of Commerce died recently. He was a member of the firm of Wheeler & Carter for many years and retired several years ago and has since lived in Excelsior.

Lonsdale, Minn.—Frank J. Pexa, the former mgr. of the Rice Co. Farmers Co-op. Elvtr. Co. rented the elvtr. which the Rice Co. Farmers Co-op. Elvtr. Co. bot from the Commander Mill Co. and is now running it as an independent dealer.

Sleepy Eye, Minn.—Extensive building and remodeling is going on at the E. F. Berkner Elvtr. here. The new addition to the elvtr. is 25x25 ft. and is now under construction. Emil Sommerfeld is now mgr. of the elvtr. succeeding Joe Siefert, who resigned.

Minneapolis, Minn.—On Dec. 11 at a meeting of the Board of Directors of the Chamber of Commerce the following memberships were transferred: From W. D. Gregory to Paul L. Konopatzki; from E. J. Grimes to H. E. Crosby. The privileges of corporate membership were granted to the Simmons Grain Co. on the membership of Paul L. Konopatzki.

## MISSOURI

Eolia, Mo.—We had a slight fire on Nov. 1 which amounted to \$46.00.—Eolia Elvtr. Co.

St. Joseph, Mo.—H. L. Dannen, purchasing agent and advertising mgr. of the Excello Feed Mills, is again operating his own business as the St. Joseph Hay & Grain Co.

Sedalia, Mo.—The Paxton Feed, Grain & Produce Co. incorporated; capital stock, \$15,000. W. W. Elsner of Sweet Springs is pres. and Frank Paxton of Sedalia sec'y-treas.

St. Louis, Mo.—The executive com'te of the Missouri Grain Dealers Ass'n held a meeting at Sedalia recently and decided to hold the annual meeting in St. Louis next February.

Kidder, Mo.—I did not buy the elvtr. at this place. This elvtr. was bot by Mr. Green of the Pattonsburg Mill & Elvtr. Co. for \$4,300. This is the elvtr. formerly operated by Talbott Grain Co.—T. F. Deem, Cameron.

La Grange, Mo.—Mr. and Mrs. W. J. McPike presented their resignation as mgr. and bookkeeper effective Jan. 1, but the directors of the La Grange Elvtr. Co. declined to accept the resignation and it is understood that determined efforts will be made to induce Mr. McPike to remain.

## DIRECT REDUCTION GRAIN TABLES IN FRAME

This set contains six cards with marginal indexes, giving reductions of any number of pounds from 600 to 6,590 by 10-pound breaks. For oats and cotton seed at 32 lbs.; barley, buckwheat and Hungarian at 48 lbs.; shell corn, rye and flaxseed at 56 lbs.; wheat, clover, peas, potatoes at 60 lbs.; and ear corn at 70 and 75 lbs. to the bushel. Pounds are printed in bold faced type, and reductions to bushels directly beside the corresponding pounds. The six cards fit into a bass wood frame with a glass front. Frame can be hung anywhere and tables easily read thru glass. Size 12½x13¼ inches. Order Form No. 3275 DRF. Price complete, \$2.00.

The six cards of this set may be obtained without box frame for \$1.00.

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## YOU

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Louisiana, Mo.—J. Cleveland Price, mgr. of the Louisiana Elvtr. Co. resigned to become associated with the Louisiana Mlg. & Grain Co., in which firm he purchased an interest. The Louisiana Mlg. Co. bot the Ashburn elvtr. from the Anderson-Garner Co. recently.

#### KANSAS CITY LETTER.

The Smith-Whyte Grain Co. will liquidate Dec. 31 according to an announcement; inadequate support is given as the reason.

Harry E. Witham has made application for membership in the Board of Trade on transfer from Fred L. Bedell. Mr. Witham, formerly of Beloit, Kan. is now the cash grain salesman of the Farmers Union Jobbing Ass'n.

Elmo F. Merrill will be the wheat buyer for the Moore-Lowry Mlg. Co., which recently purchased the property of the Kansas City Mlg. Co. here. Mr. Merrill has applied for membership in the Board of Trade on transfer from D. F. Piazzek.

On Feb. 1 work on the 13-story Board of Trade building will start. It will be built with a steel frame instead of concrete as first announced. The roof of the new building really will be fifteen stories above the street, for the trading room on the thirteenth floor will have the height of three ordinary stories.

The proposed amendment to increase elvtr. storage charges on grain here from  $\frac{3}{4}$ c to  $1\frac{1}{4}$ c for the first ten days failed to get the necessary two-thirds majority by 13 votes. Campaigning for and against the measure was active, which resulted in a record vote being cast, 178. The count was 103 for and 72 against the amendment. Three votes were thrown out.

L. Newton Wylder, attorney for the Moore-Lawless Grain Co., which went into receivership shortly after the death of Guy A. Moore, obtained an order directing all claimants to file intervening petitions or claims by Jan. 3. It is expected by that time to have the receivership closed. The outstanding debts of the concern have been reduced from \$750,000 to less than \$100,000.

The following are the nominations for 1924 officers of the Board of Trade which will be voted upon Jan. 8: Allen Logan and Oliver Denton for pres., Harry Gamage automatically becomes first vice-pres., L. A. Fuller and W. W. Marshall for second vice-pres., H. B. Ragan, J. J. Wolcott, F. C. Blodgett, J. H. Woolridge, W. J. Mensendieck, B. M. Huffine, J. A. Theis, C. E. Watkins, Asa D. Thomason, W. B. Lathrop, Paul Uhlmann, Kenneth Irons for directors; for arbitration com'te, W. W. Fuller, W. H. Marshall, E. C. Hoebel, John Stark, Paul D. Bartlett, F. T. Kane, E. L. Foulke, W. G. Hoover, Alfred G. Hertz, and W. B. Young. The retiring pres. is Harry J. Smith.

#### MONTANA

Culbertson, Mont.—The Farmers Elvtr. Co. here installed an air dump recently.

Big Sandy, Mont.—A. R. Larson has succeeded C. H. Nass who on account of ill health resigned as agent of the Rocky Mountain Elvtr. Co.

Glendive, Mont.—In addition to recent repairs on our elvtr. we put an addition to our office. J. P. Jentges is the new mgr. and Lawrence Stoner is ass't mgr.—Farmers Grain Co.

Livingston, Mont.—The management and business formerly conducted by the Gary Hay & Grain Co. has been taken over under a three-year lease by H. D. Blakelsee & Son. The firm will be known as the Union Grain & Storage Co.

#### NEBRASKA

Fairfield, Neb.—The Hynes Elvtr. Co.'s house has resumed operations.

Superior, Neb.—The Superior Milling Co. incorporated; capital stock \$100,000.

Bixby, Neb.—Mail addressed to E. S. Young has been returned marked "unknown."

Belgrade, Neb.—Harold Melvin has resigned as mgr. of the Farmers Elvtr. Co. here.

Milford, Neb.—N. P. Nelson is the owner of the Milford Mills and B. M. Ford gen. mgr.

Oliver, Neb.—The elvtr. of the Western Wheat Co. burned Dec. 20, and contained 800 bus. wheat.

Randolph, Neb.—The old Atlas Elvtr. here has been torn down by Ed. Meyer who is using the lumber.

Tilden, Neb.—William Dahnke is the new mgr. for the Farmers Union Exchange and Joseph Robertson is the acting mgr.

Beatrice, Neb.—Have closed my Oklahoma offices and opened up here in brokerage business.—Olson Brokerage Co., T. G. Olson.

Omaha, Neb.—C. H. Wright, Jr. of the Nebraska-Iowa Grain Co. has been ill at Los Angeles, Cal. where he went for a rest several weeks ago.

Norfolk, Neb.—The 40,000-bu. concrete elvtr. and coal sheds of the Farmers Grain & Live Stock Co. has been leased to Frank Melcher the former mgr.

Wynot, Neb.—The Schaller Elvtr. here was threatened by fire originating in a pile of cobs but it was extinguished before the fire gained serious headway.

Ord, Neb.—The repair work at the T. B. Hord Grain Co.'s elvtr. is practically completed. Ben Geseking who moved here recently from Arcadia is in charge.

Brady, Neb.—D. D. Price of the Gothenburg Electric Mills leased the elvtr. of the Farmers Co-op. Ass'n here which will be operated in the future by the Gothenburg concern.

Sutherland, Neb.—We have leased the Farmers Co-op. Elvtr. and will handle hay, grain, livestock and machinery. Have started in with a very nice run of business.—James Shoup & Son.

Wilber, Neb.—A 7,000 bu. elvtr. equipped with sheller and feed grinder, electrically operated has recently been completed by Henry Knocke a farmer and he will operate largely for his own use.

Keystone, Neb.—The H-U Grain Co. here has taken over the Keystone Stock Market formerly conducted by Jens Sillasen and in connection with its elvtr. business will operate the stock buying business.

Lincoln, Neb.—A fire recently occurred at the elvtr. of the Lincoln Grain Co. It was discovered that oil had been poured in several parts of the elvtr. It was slightly damaged. This fire occurred about 6 p. m. and a fireman and the nightwatchman remained on guard thruout the night and about 6 a. m. when the two went into the boiler room to turn on some steam the blaze broke out again. The building is insured for \$35,000 according to T. Waxman, mgr.

#### NEW ENGLAND

New Haven, Conn.—The New Haven Hay & Grain Co. has removed to a new location here.

Bowdoinham, Me.—W. B. and E. P. Kendall bot the grain store built by C. P. Bates and will occupy it as a grain sales store later.

Boston, Mass.—The members of the grain board of the Chamber of Commerce will provide for a crowd of poor children in the Board Room the day before Christmas an entertainment. The program includes a movie show, ice cream, candy and other refreshments, a Christmas tree, a real Santa Claus and presents for every child. In addition, each child will be given a generous bag of various articles to take to the old folks.

#### NEW YORK

New York, N. Y.—It has been announced that L. H. Fish is no longer a representative here for C. A. Johnson & Co., of Chicago.

New York, N. Y.—Watson S. Moore of the Moore Grain Co. of New York has returned here after spending the greater part of the year in the firm's Duluth office.

New York, N. Y.—David Coleman has ceased to represent the National Grain Co. in this market. The National Grain Co. is Bridgeport, Conn. and went into receivership recently. Mr. Coleman will continue to handle feed, grain, etc. in this territory under the name of David Coleman, Inc.

New York, N. Y.—Charles C. Ramey, aged 60 years, died suddenly from apoplexy. Mr. Ramey has been connected with Miner-Hill of Wilkes-Barre, Pa., later became associated with the late Andrew J. Toomey of New York for 15 years a receiver and distributor of flour and grains in this territory and recently formed the firm of Ramey, Danforth & Yeage Inc. He is survived by his wife and son.

Hamlin, N. Y.—We took over the business of Dailey Bros. Inc. Aug. 21, 1922 at Hamlin and Walker, N. Y. We are operating grain elvtrs. at Hamlin, N. Y. managed by Harry Rayburn, at Walker, N. Y., by P. F. Corbett. H. W. Newman operates a grain elvtr. at Hamlin, N. Y. managed by himself, Dailey Brothers are operating an elvtr. at Morton, N. Y., managed by Murphy Bros.—Hamlin-Walker Produce Co.

#### NORTH DAKOTA

Wheelock, N. D.—We painted our elvtr. this summer.—Occident Elvtr. Co.

Kief, N. D.—W. A. Bokovay of the Bokovay Grain Co. reports a total loss on his implement shed on Dec. 12.

Buchanan, N. D.—The St. Paul Equity elvtr. here burned recently. We have two houses at this station. Neither one was damaged by fire.—Occident Elvtr. Co.

Carrington, N. D.—The Hammer-Hart Elvtr. Co.'s elvtr. together with 8,000 bus. grain was destroyed by fire Dec. 8. Loss \$20,000; insurance, \$12,000. Rebuilding of elvtr. is undecided.

Brockton, N. D.—We had some extensive repairing done to our double-elvtr. some time ago, consisting of new concrete piers under the house, new boot tank and pits, new boots and heads for the legs and a new distributing floor at the head of one house. Also respooring thruout and setting line shaft on concrete piers and resetting scale and strengthening the drive-way.—Equity Elvtr. & Trading Co.

#### OHIO

Miller City, O.—Clarence Alt is mgr. of the elvtr. at this place.

Toledo, O.—The wife of J. Fred Wickelhiser of John Wickelhiser & Co. died Dec.

Ottawa, O.—J. E. Heppier has succeeded H. Maurer as mgr. of the Ottawa Grain Mlg. Co.

Watson, O.—The Sneath-Cunningham Co. recently installed a new drag for loading corn from the cribs.

Toledo, O.—We have just completed a brick warehouse building 100x100 at our plant here.—Frank S. Sheets, sec'y Sheets Elvtr. Co.

Toledo, O.—His fellow members of the Produce Exchange presented a basket of roses to Fred O. Paddock on his seventieth birthday.

Van Wert, O.—The elvtr. of the Van Wert Grain Co. was recently damaged by fire. The fire started in a 20-h. p. motor which was totally destroyed by the flames and water. S. Brandon, mgr., reports that 22,000 bus. of different kinds of grain in the elvtr. was damaged.



Monroeville, O.—The Monroeville Co-Op. Grain Co.'s corn sheller in the elvtr. was put out of commission recently by a hammer in a load of corn.

Hoytville, O.—The Eagle Grain Co.'s office was recently entered by breaking the window in the rear of the office and clover seed worth \$150 was stolen.

Dayton, O.—A 75,000-bu. elvtr. is being built here by Victor E. Herter & Co. which concern now has storage capacity of 40,000 bus. and operates three warehouses here.

Cincinnati, O.—J. H. Hicks, 63 years old, died suddenly of heart failure. Mr. Hicks was superintendent of the Cleveland Grain & Mfg. Co. here. He was formerly connected with Bartlett-Frazier & Co., Chicago.

North Jackson, O.—The North Jackson Supply Co. incorporated to conduct a general milling, grain, flour and feed supply business. Capital stock, \$25,000. H. A. Lehman, W. S. Old, James M. McKay, C. A. Buck and R. E. Frederick are interested.

Bellevue, O.—The Woo Mfg. Co. a concern composed of Norwalk men has incorporated at Columbus; capital stock \$100,000. The company will establish a milling plant here. This is practically a reorganization of the Oppen-Orebaugh Co. of Norwalk. The incorporators are J. W. Long, Jr., A. B. Hamilton, Ashur Kahn, D. H. Hunter, J. N. Orebaugh and R. E. Fader. It has been stated that the company has taken over the old Gardiner mill property and will occupy the building soon.

Bellevue, O.—Irvin T. Fangboner and Charles B. Dillon purchased the grain elvtr. located on the Wheeling and Lake Erie Ry. about a month ago. Articles of incorporation are not completed and when they are the company will be known as the Fangboner-Dillon Grain Co. This is not a large elvtr., as was reported in the sense of grain capacity, for the capacity is only 10,000 to 12,000 bus. We are also installing a very large hammer type mill feed grinder and other new machinery as well as overhauling the entire plant. This is the elvtr. what was formerly owned by the Gardner Grain & Mill Co., then by the Bellevue Flour Mills Co., and then by the W. J. Mahnke Co. We own no other elvtr. in Bellevue, but have had for some years a large coal yard and flour and feed retail store here.—Irvin T. Fangboner.

## OKLAHOMA

Helena, Okla.—The Farmers Co-op. Shipping Ass'n has been closed for the winter.

Walters, Okla.—We have installed a grinder at our Walters plant.—McAnaw Grain Co., J. J. McAnaw.

Indianapolis, Okla.—The Producers Elvtr. Co. incorporated by J. F. Dooley, Ed. Wynn and J. W. Hix. Capital stock, \$5,000.

Altus, Okla.—J. T. Gibbons expects to erect a large warehouse at this place soon. He deals in wholesale flour, grain, feed and coal.

Frederick, Okla.—The large hay warehouse operated by the Farmers Co-op. Grain & Cotton Co. was practically destroyed by fire on Dec. 7.

Gansel, Okla.—The Farmers Union Elvtr. Co. incorporated; capital stock, \$10,000. Incorporators are Doc Gallant, Chas. Kemnitz and Gustav Brunken, all of Perry.

Geronimo, Okla.—We are operating here the elvtr. which we leased from the Oklahoma City Mill & Elvtr. Co. last June with L. L. McAnaw in charge.—McAnaw Grain Co., J. J. McAnaw.

Muskogee, Okla.—The lease of the Muskogee Mill & Elvtr. Co.'s plant to the Hardeman-King Co. has not been renewed. The plant was leased to J. W. S. Bower and his son, grain dealers and elvtr. owners of Eastern Oklahoma, who will continue to operate the flour mill and the elvtr.

McAlester, Okla.—C. T. Hardeman, vice-pres. of the Hardeman-King Co. and mgr. of the company's business here recently exchanged places with Bruce Hardeman, sec'y-treas. of the company and mgr. of the company's business at Oklahoma City.

Enid, Okla.—W. B. Johnston's 14 elvtrs. in Oklahoma have been bonded under the Oklahoma warehouse law, and are now available for public storage with negotiable warehouse receipts for insurance. Mr. Johnston recently acquired an additional line of elvtrs. in Oklahoma and Texas which makes his total twenty.

Imo, Okla.—Suit against the Amsterdam Casualty Co. has been filed by the Imo Terminal Elvtr. Co., asking \$30,000 damages on grounds that the latter company declined to pay that amount after C. R. Kelly, once mgr. of the company, had lost \$40,000 on wheat. Kelly was acquitted of the charge of mismanagement and the casualty company refused to pay the \$30,000 under which the company was bonded against loss.

Oklahoma City, Okla.—Bruce Hardeman, sec'y-treas. of the Hardeman-King Co. and mgr. of the company's business here, recently exchanged places with C. T. Hardeman, vice-pres. of the company and mgr. of the business at McAlester. Joe S. Morris, formerly mgr. of the business at Muskogee has been transferred to the general office here. It is reported that the Hardeman-King Co. is contemplating the erection of a mill, elvtr., and warehouse here to cost \$40,000.

## OREGON

Portland, Ore.—R. V. Carlson of McCaull-Dinsmore Grain Co.'s Minneapolis office has succeeded George A. Bailey, who resigned as mgr. of the company's office here.

## PENNSYLVANIA

Harrisburg, Pa.—James W. Barkers is successor to Harrisburg Feed & Grain Co.

Pittsburgh, Pa.—The Samuel Walton Co., for 30 years at their present location, will remove January 1, to a new location in the Empire Bldg.

Philadelphia, Pa.—The Grain Com'te of the Commercial Exchange resolved to increase the charge for inspection on cars of bonded grain inbound from 65c to 90c per car; and in accordance with Rule III, Sec. 2 of the grain rules it will become effective Jan. 11.

## SOUTH DAKOTA

Volin, S. D.—C. J. Brown is the new mgr. of the Aetna Grain Co.

Menno, S. D.—Robert Winter is the new mgr. of the J. T. Scroggs Elvtr. Co. here.

Victor, S. D.—Ed. Loken has closed down his elvtr. here and moved back to Rosholt.

Unityville, S. D.—The Farmers Elvtr. Co. are building a new house here.—D. W. Ryan, Spencer.

Corsica, S. D.—Sold my elvtr. here to De Heer Bros. It was a 20,000 cribbed house built in 1905 for \$9,500.—James Carlon.

Beresford, S. D.—John Scroggs died recently. He is survived by his son, W. C. Scroggs, of this city, and a brother, James T. Scroggs of Sioux City.

White Lake, S. D.—The Farmers Grain Co. incorporated; capital stock, \$25,000. Incorporators are John Goeres, Mike Hettinger and Harry Schilling.

Rowena, S. D.—The Farmers Elvtr. Co. recently installed electric power and lights in their elvtr. J. Meylink has been appointed mgr. this season.

Firesteel, S. D.—The Farmers Co-op. Elvtr. Co. has installed a new 60-in. cleaner. All grain is cleaned before it is shipped and custom cleaning done for the farmers.

## Grain Receiving Ledger

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

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## Grain Shippers

and in fact all grain men who are wide awake and on the alert to get onto all the ins and outs of the grain business, subscribe for and read the Grain Dealers Journal



Gettysburg, S. D.—Water poured on the Eagle Roller Mill Co.'s warehouse when fire from burning railroad coal shed across the track threatened the plant, caused small water damage on flour and stock.

Mt. Vernon, S. D.—We own two elytrs. here. One 40,000 bus. and one 25,000 bus. Just installed new 10-5½ O. K. Buckets, new 10-in. distributor, steel bin spouting, 10-h. p. engine in 25,000 cap. house, new 8-h. p. engine in 40,000 cap. house.—Lloyd Truax.

## SOUTHEAST

Birmingham, Ala.—The Bradshaw-Tyndal Flour & Grain Co. incorporated; capital stock, \$20,000. Incorporators, Horace Bradshaw, J. F. Tyndal and others.

## TENNESSEE

Knoxville, Tenn.—J. Allen Smith Co. is considering to increase the capacity of the City Mill 60 per cent by installing a concrete elvtr. that will store 150,000 bus. of grain.

Dyersburg, Tenn.—The property of the defunct Dyersburg Mlg. Co., has been bid in recently for \$13,700 by E. E. Rucker and L. C. Fumbanks, stockholders of the company.

Waynesboro, Tenn.—The Farmers Grain & Mlg. Co. incorporated; capital stock \$10,000. D. J. Martin, J. F. Casteel, John McWilliams, F. B. Hurst and San Harlow are the incorporators.

## TEXAS

Truscott, Tex.—The Olds Grain Co. has not been in operation for some time.

Whitewright, Tex.—The Whitewright Milling Co. is not in operation at present.

Vernon, Tex.—On Dec. 8 the Kell Mlg. Co. sustained a small loss from the back-firing of an engine, resulting in explosion in the engine room.

Ft. Worth, Tex.—J. H. Jackson, grain broker, died recently at the age of 51 years. He was formerly in business in Hugo, Okla., and was vice-pres. of the National Bank of Commerce of Ft. Worth.

## UTAH

Cedar City, Utah.—It is reported that the Iron County Milling Co. will disincorporate and dissolve.

Ogden, Utah.—The Globe Grain & Mlg. Co. is suing the Inland Grain Co., J. L. Taylor and C. J. Doon for \$10,000 on a promissory note. The plaintiff company alleges that the Inland Grain Co. controlled and owned by Taylor and Doon bot 29,000 bus. of grain in storage at St. Louis when grain was selling at \$1.41 per bu. and gave payment for the loss sustained by the plaintiff between what the grain was bot at and what it finally sold for, a promissory note for \$10,000, which has not been paid. That there was no consideration for the note and that there never was a sale of the grain or delivery of the grain in question to them is alleged by the defendants.

## WASHINGTON

Toppenish, Wash.—H. B. Miller of Gang-Miller Co. has sold his interests to his partner, George Gang, and R. D. Myers. Mr. Myers has been with the firm for three years and continues as vice-pres. and mgr.

Irby, Wash.—On Dec. 4 fire destroyed the farmers elvtr. here and damaged the adjoining warehouse owned by the Odessa Union Warehouse Company. The farmers warehouse contained no wheat and had not been used this year. Loss between \$10,000 and \$12,000; not insured.

## WISCONSIN

Marxville, Wis.—Bowen Brothers sold their grist mill to Peter Walser.

Bruce, Wis.—The frame water power mill, operated by A. Zebro, was slightly damaged by fire on Dec. 10.

Emery, Wis.—Otto Egeberg of Minneapolis recently bot the mill and grain business owned and conducted by Fred Route for the past three years.

Milwaukee, Wis.—By vote of the Chamber of Commerce an amendment to the rules was carried recently limiting time for calling re-inspection on corn to 24 hours.

Milwaukee, Wis.—The following have been admitted to membership in the Chamber of Commerce: O. E. Harris, Omaha, Neb.; F. J. Seidl, Minneapolis, Minn., and T. F. McCarthy, Duluth, Minn.

De Pere, Wis.—Joseph Martin of Green Bay has been appointed trustee for the bankrupt Powell Mlg. Co. and he will immediately petition the court for authority to sell the property as soon as possible.

Shawano, Wis.—It is reported that the Shawano grist mill is to start up in the near future. Wm. Stollberg of Milwaukee has rented the mill and will install new machinery. It is expected that the mill will be ready to start within a few weeks.

Superior, Wis.—According to F. McManus, superintendent of the Cargill elvtr., the building which is to house the Morris Drier is nearing completion and it is expected that the drier will be installed shortly. The building is of concrete construction. The building and drier when completed will cost about \$50,000 to \$60,000. Capacity of the drier will be 1,000 bus. per hour and the building will be 90 ft. high.

## WYOMING

Fort Laramie, Wyo.—Chas. L. Bruce is not connected with this company any more. I am the prop.—R. J. Rymill, Ft. Laramie Lbr. Co.

### Atlas Supporting the World.

"Every day and in every way," to paraphrase an almost forgotten contemporary, the relative position of the Chicago wheat market resembles more and more a picture of Atlas supporting the world on his shoulders. Let the farmer sing a paean of praise to the speculator. With every outside position breaking under the weight of cash grain, eastern speculators continue to absorb enormous amounts of Chicago futures, regardless of merchandising differences, outside pressure, supply and demand and other influences that are normally regarded as price making factors. Undismayed by the President's blunt statement that no raid on public funds will be tolerated, deaf to the ever-increasing reports of Canadian competition, which is undermining our demand, and apparently serenely confident of their long position in the face of a declining market, they present indeed a marvelous tribute to the stabilizing influence of speculative markets.

Perhaps our perspective is warped. Pos-

sibly the speculator at a distance can vision future developments which are not discernible to those in close touch with the details of supply and demand. These are debatable issues. In any event, there can be no shadow of doubt that speculative buying is putting the market on a pinnacle for the time being.—Cross Roy & Saunders.

### Grain Futures Administration Report

In its report to Sec'y of Agriculture Wallace on the fiscal year ended June 30, 1923, issued Dec. 18, the Grain Futures Administration said that at the close of the fiscal year the Grain Futures Administration was strengthening its organization for carrying out the provisions of the new law and was making plans for the work required in order that it might obtain definite knowledge upon various phases of grain-future trading which would be of value in a dispassionate consideration of the functions performed by those organizations. Plans were also being made for a co-ordination of governmental agencies for gathering information so as to effectuate the provisions of the grain futures act against the dissemination of false or misleading information regarding crop or market conditions.

The halos put on by the bureaucrats whenever moved to slander the merchants of the land are truly dazzling.

SHIPMENTS of grain and flour from Chicago by lake dropped 64 per cent this year under the total of last year. Total grain shipped was 35,016,000 bus.; compared with 97,062,000 bus. last year. Wheat shipped was 17,685,000 bus.; compared with 36,293,000 bus. last year. Corn, 14,104,000 bus., compared with 46,143,000 bus. last year; oats, 2,602,000 bus., compared with 12,216,000 bus. last year; rye, 625,000 bus., compared with 2,410,000 bus. last year. No barley was handled.

SINCE the start of the barberry eradication campaign in 13 states of the Mississippi Valley in 1918, more than 5,750,000 bushes have been located on more than 55,000 properties. They were destroyed by thoro uprooting or by application of common salt or diluted sodium arsenite where conditions permit. The initial survey has been completed in Wyoming and but few counties remain to be covered in Colorado and Montana. Few scientists are convinced this will effect a permanent relief.

TOLEDO, O.—The resistance of the wheat market to the very bearish situation is truly remarkable. While December wheat continues to widen under the May there seems to be a resting demand from some source that prevents any serious decline. Seldom has sentiment been so radically bearish. Certainly talk of scarcity does not seem to be based on any visible fact. Cash wheat is in slow demand. Our visible keeps increasing due to the importations of Canadian wheat.—C. A. King & Co.

A LOAN of \$1,000 at 6½ per cent was made to F. G. Wilkinson, Paulina, Ia., on the first warehouse receipt issued under the Iowa Statute. The Iowa Farm Credit Corporation purchased the receipt, and re-discounted it with the District Intermediate Federal Corporation at Omaha. The loan is good for nine months and may be paid up at any time.

### A Few Resolutions for the New Year.

I will start anew this morning with a higher, fairer creed,  
I will cease to stand complaining of my ruthless neighbor's greed;  
I will cease to sit repining while my duty's call is clear,  
I will waste no moment whining and my heart shall know no fear.  
I will look sometimes about me for things that merit praise,  
I will search for hidden beauties that elude the grumbler's gaze;  
I will try to find contentment in the paths that I must tread,  
I will cease to have resentment when another moves ahead.  
I will not be swayed by envy when my rival's strength is shown,  
I will not deny his merit, but I'll strive to prove my own;  
I will try to see the beauty spread before me, rain or shine,  
I will cease to preach *your* duty and be more concerned with mine.

S. E. Kiser.



## In the Wake of Orderly Marketing.

BY AUDITOR PENN.

The two most important facts disclosed by the report submitted by accountants to the trustees of the Southwest Wheat Growers' Associated, which was published on page 731 of the Journal for Dec. 10, are the pool costs of handling and the net price per bushel that was paid to growers.

In the case of the first item, it was shown that the pool experienced a handling cost 14.6 cents per bushel.

While the handling cost in country elevators operated by regular dealers will vary considerably it may be set down as an inflexible rule that no country elevator company who pays 14.6 cents a bushel to handle grain can long stay in business. Half this number of cents would be a heavy burden, and most regular dealers figure on considerably less than half. The spread between prices that are normally paid at country points and the sales values in terminal markets does not allow anything like 14 cents under present conditions.

The second item, that of price per bushel paid farmers, is also variable between stations because of the difference in grades of wheat. In the case of the line company operating 19 elevators which was cited in the December 10th Journal the price paid was 93 cents; while the pool paid its members about 85 cents. Other regular dealers may have paid less or more than 93 cents, but on the whole this is probably a fair average, and it does not make a good showing for pooling methods.

It must be remembered, also that the farmer who sells to a regular dealer receives the full price immediately. The one who sells thru a pool receives his pay in installments, and the possibility always exists that some kind of calamity may intervene to withhold some of the expected installments.

An analysis of the several items entering into the cost of handling will yield the following separation into "direct" and "overhead" charges:

### Direct Charges.

Exchange .....	\$ 7,712.13
Commissions on Sales .....	3,531.14
Insurance .....	2,964.48
Interest and Discount .....	38,116.22
Storage and Handling—Terminals.....	180,045.13
Inspection and Weighing .....	10,158.53
"Direct" Expenses .....	7,617.48
Local Handling Charges .....	145,031.72
	<b>\$393,177.13</b>

### Overhead Charges.

Depreciation .....	\$ 789.81
General Expense .....	1,488.03
Legal Expense .....	200.00
Postage .....	861.88
Rent .....	1,758.32
Salaries .....	40,107.68
Stationery and Supplies .....	3,286.33
Telephone and Telegraph .....	5,105.61
Traveling Expenses .....	7,260.37
Trustees' Per Diem .....	960.00
Bonds .....	375.00
	<b>\$ 62,491.04</b>

The report shows that a total of 3,122,373 bus. was handled. When the "direct" charges are apportioned among these bushels it is found they represent a cost of approximately 12.6 cents per bushel; the "overhead" costs about 2 cents per bushel.

This shows that 12.6 cents of the per bushel handling cost was directly dependent upon the number of bushels handled. Only about 2 cents is susceptible to reduction by the handling of a greater number of bushels, and probably some of the "overhead" items would have to be increased if more business were done.

The correctness of this statement can be seen by reference to the items listed as "direct" expenses. All of them represent costs which will vary in positive relation with the amount of business; thus the handling of more bushels will simply increase the total expense, reducing the per bushel cost very little if any at all.

The pooling system, therefore, would seem to be effectually excluded from reducing its charge upon the wheat handled through the

simple process of handling more wheat. In this respect it is materially different from the business of a regular grain dealer, to whom volume may often spell success.

It may be argued by the advocates of pooling that their expenses represent all the charges between farmer and final purchaser; and that country elevator expenses represent only a part of the marketing cost.

The fact must not be lost sight of, that the margin (representing expense plus profit) which the country elevator operator deducts from terminal prices to establish his buying price constitutes all the charges between the farmer and his purchaser. The farmer pays nothing more, he gets his money on the spot, and if the elevator operator fails to take some distant marketing costs into account it is his fault alone. He cannot ask the farmer for more margin. On this account the margin deducted by the country dealer is all the marketing cost the farmer pays.

The pool charges, likewise, are all that the farmer pays. But in the comparison between a line company and the pool given in the Dec. 10th Journal the pool farmers paid twice as much for the benefits of orderly marketing."

This excessive cost borne by the pool members was about 7.5 cents per bushel. Since the difference between the price paid to farmers by the line company and the pool was approximately 8 cents per bushel it proves that the additional cost actually came out of the pool members.

Another interesting point which demands consideration is the fact that nothing in the report indicates that the pool sold its wheat any higher than regular dealers sold theirs. And yet one of the main arguments for pooling is that it will automatically bring more money for the grain by making it possible to sell in large quantities and at opportune times.

All competent students of the grain business as it has been constituted in the United States for years past, know full well that no pool can ever out-sell the regular trade. That is, it cannot do it without legislative or other artificial assistance which hinders and impedes the regular trade in the free exercise of its functions. To think otherwise would be to clothe pool managers with superhuman ability.

Pool managers cannot forecast the future trend of markets any better than other men; and as for the shibboleth of "orderly marketing" it is pure buncombe and nothing else. While American pools are withholding American wheat to "orderlyize" its marketing the bins of importing countries are being filled with wheat from Canada, Argentina, Russia and the four corners of the earth.

THE RADIO CORP. of America is planning a 9,000-mile commercial radio service to be operated from San Francisco, Cal.

A LIBEL SUIT instigated against the Nebraska Farm Bureau and Prof. H. C. Filley of the Nebraska Agricultural College by Wm. G. Eckhardt, was decided against the latter. Mr. Eckhardt asked \$70,000 damages, alleging that the Filley article published in the Review was false and libelous and caused him to be unable to find remunerative employment at his profession. The article pointed out that plaintiff was responsible for high office expenses, advertising and salaries. The members of the U. S. G. G. Inc. paid the bills and got nothing in return.

"WITH the exception of the unprecedented year of 1920, there have been five presidential years since 1880 when business was above normal and five presidential years when business was below normal. In all of these subnormal years except 1896 the business trend continued upward or downward right through the period of the election. Business in the year 1924 may be below normal; but if so, it will not be because a President is to be elected. It might be a year of real prosperity, but not because it is presidential year."—Martin L. Davey, in *The Nation's Business*.

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## Grain Carriers

THE A. T. & S. F. RY. has contracted for 104,300 tons of rails.

EMBARGO of hay shipments to Baltimore stations has been lifted, Dec. 13, by the Pennsylvania Railroad.

ARMY engineers, in their recent report to congress recommended the expenditure of \$1,364,000 on the Baltimore harbor and channels.

THE LAST steamer to leave Chicago with grain for eastern ports was the Spokane, carrying 105,000 bus. of wheat for Buffalo. It left Dec. 12 just before the marine insurance expired.

CONTROL of 19 barges and four tug boats on the Mississippi River remains with E. F. Goltra, the government having failed in the Supreme Court to have a suit quashed which gave control to Mr. Goltra.

THE STEAMER Glenstriven, ashore near the entrance to Georgian Bay, was successfully released by a wrecking company and towed to Tobermory harbor recently. The grain cargo had to be dumped overboard to effect the release.

NINETY days for notice and 4 months for filing of claims is provided in a bill introduced in the Senate as S811 by Fletcher of Florida. For starting suits on claims the bill allows 3 years from the time the carrier refuses the claim in writing.

REPARATION was awarded to the R. A. Heacock Co., Falls City, Neb., by the Interstate Commerce Commission in No. 13931, against the C. B. & Q. Ry. for unreasonable rates on corn shipped in carloads from Shubert, Falls City, and Preston, Neb., to Texas City, Texas, for export.

TRAFFIC MGR. J. S. Brown of the Chicago Board of Trade spoke against the proposed readjustment of grain rates from Chicago, Peoria and St. Louis to Indiana points at the hearing Dec. 3 by Examiner Donnally of the I. C. C. He said the Chicago-Ft. Wayne rate should be no higher than the Chicago-Indianapolis rate.

THE PROPOSED back-haul charge by the Chesapeake & Ohio Railroad at Huntington, W. Va., on grain and grain products accorded transit at that point and reforwarded to points on the railroad's Big Sandy division were found justified by the Interstate Commerce Commission. Suspension order against the charge has been vacated.

CANADIAN shippers have requested the Royal Grain Inquiry Commission to send one of its members to Liverpool, England, to obtain first-hand information on the report that Canadian wheat shipped thru the United States is being mixed with soft wheat before exportation. The commission is in session and hopes to get the data and clean up the question.

GALVESTON traffic men have requested Sec'y Weeks to raise the St. Louis and New Orleans rail and barge rates to the former basis of 80 per cent of the all rail rates on grain. Territory not adjacent to the river is placed at a disadvantage by the lower rate. The depleted revenues of the railroads must be made up by such points as Dallas, Ft. Worth and San Antonio.

OPPOSITION against grain rate reductions was offered before the Interstate Commerce Commission at a hearing at San Francisco, Cal., Dec. 11. It was brot out that California did not raise enough grain to meet its own milling requirements, and the freight rate added to the basic price paid for hard Kansas wheat, plus the freight rate to California, is the governing factor in the California market price.

THE BROTHERHOOD of Clerks, Freight Handlers and Station Employees lost its suit Dec.

21 in the federal court to compel the Pennsylvania Railroad to recognize the union's delegates in conference on wages and working conditions. Judge Dickinson stated that the federal courts have no authority to enforce orders of the U. S. Railroad Labor Board. The board had ordered the railroad to allow the union representation.

MEMPHIS objects to the change in rates desired by Louisville, Cairo and St. Louis. J. B. McGinnis, traffic mgr. of the Merchants Exchange, has asked the I. C. C. to suspend item 134-A in Supplement No. 8 to Speiden's I. C. C. 701, which would increase the grain rate 6 cents from that territory to the Carolinas, thru Memphis. Examiner McChord will hear argument at Memphis Jan. 5 on the complaint, docket I. & S. No. 1977.

IMPROVEMENTS on railroads to keep up with the growth of the northwest during the next ten years will require the expenditure of \$1,957,000,000, stated Pres. Finley of the Chicago & North Western Railroad when testifying in the grain rate case recently. The C. & N. W. alone will need \$100,000,000. The C. & N. W. had put off from year to year improvements contained in budgets until the amount now deferred for improvements totals \$50,000,000.

THE PROPOSED joint rates lower than existing combination on intermediate markets on grain, grain products, and articles taking the same rates from points in Iowa, Minnesota, and South Dakota, on the C. M. & St. P. Ry., and C. G. W. Ry. to points in Texas on the M. K. T. Ry., were found unlawful in part by the Interstate Commerce Commission in I. & S. 1866. The schedules were ordered cancelled. Carriers may establish rates in conformity with the findings.

CONFLICTING testimony was offered to the Interstate Commerce Commission at its hearing on a 10 per cent grain rate reduction at Spokane, Wash., Dec. 5. The testimony showed that farmers are in better condition financially than a year ago, and that diversification of crops has improved yields from many farms. L. A. Hunt, sales manager for the Northwest Hay Growers Ass'n, Yakima, stated that it costs about \$3.50 a ton more to produce alfalfa hay in Central Washington and Oregon than the farmer receives for it, with a result that the dairying industry is hampered.

FREIGHT RATES on the lakes experienced a spectacular decline after the Canadian government discontinued the attempt to enforce the Inland Waters Freight Rate Act. Rates quoted during the short time the act was partially enforced kept much grain in the country, and even with the heavy shipments since the act was dropped, there is too heavy a carry-over. An excessive freight bill running into millions of dollars which had been paid out of the price of grain, remains in the memory of the grain trade as the only notable accomplishment of the ill-considered legislation.

### Loadings of Revenue Freight.

Cars loaded with revenue freight during the week ended Dec. 8 totaled 913,774 cars, reports the car service division of the American Railway Ass'n. This is an increase of 78,478 over the previous week and 4,600 more than the corresponding week last year.

Total loading for the week ended Dec. 1 was 835,296, a decrease of 154,921 cars under the preceding week, and 5,116 under the corresponding week last year. Decrease in loading was due to Thanksgiving holiday.

Grain and grain products were loaded in 45,727 cars during the week, a decrease of 6,350 cars under the previous week, 3,592 cars under the corresponding week of 1922, and 1,108 less than the corresponding week in 1921.

WHOLE WHEAT kernels can now be put thru a machine in the home and by a new process produce dough, instead of flour, which has all the nutritive value of the grain, with the chaff removed.

### Puts and Calls in Liverpool.

Liverpool may not be as staid or old as was before the big war shook the dust of precedence out of the minds of the English traders, but when a radical move is made that market one is apt to hold his breath.

Today an announcement was made that Liverpool traders were trading in "Puts and Calls" unofficially. It makes no difference whether they are traded in officially or unofficially. It shows that a system that was handy in other markets and discarded as unlawful and disgraceful has been accepted as worth-while by one of the biggest markets in the world.

This fact should be taken into consideration by those who run around in circles looking for hurdy-gurdy ideas to attract votes. We need a wide open market and a lot of pep to start things going in the grain business and this ought to be recognized by the congressmen and senators.—*Minneapolis Market Record.*

### Another Testimonial to Capper-Tincher Law.

A word regarding what is left of our speculative trade in wheat might be helpful to somebody, for we are necessarily silent most of the time.—*A. T. Martin.*

### Italy to Produce More Wheat.

The harvest of wheat in Italy this year was 52,400,000 bushels more than the previous ten year average.

Encouraged by the increased production, the government of that country is offering money prizes and certificates of merit to be awarded next summer to those producing the highest yield per acre.

The object is to make Italy self-supporting in wheat. The production of 52,400,000 bushels of wheat excess this year resulted in a saving of more than one and one-half billion lire as that amount would have had to have been spent had not the surplus been grown.

### Water Transportation Is Expensive

Transportation of freight by water is more costly than by rail, except where nature has provided the water route, states E. O. Moulton, director of the Institute of Economics, Washington, D. C.

"Analysis of the waterway movement shows it is ill-considered and economically unsound. The statement that a dollar will move a ton of freight 1,250 miles on the Great Lakes and only 127 miles by rail is faulty, because the lakes are a highway made by nature. The same comparison made between railroads and canals or canalized rivers would bring a different result. At present a dollar will haul a ton of freight 127 miles by rail or 333 miles on the Erie canal and about 2,000 miles on the new barge canal. The enormous cost of building and maintaining the waterway is left out. The taxpayers of New York will find their taxes increased more than \$7,000,000 annually on account of expenditures on the Erie canal.

"It will cost about \$135,000,000 to enlarge the Erie canal. This is an average cost of \$330,000 per mile; compared with less than \$100,000 per mile on railroads. Three fully equipped double-track railroads could be built from the Hudson river to Buffalo, N. Y., for the cost of the Erie Canal, and they could be operated every day of the year.

"Prussia in 1905 had waterways that showed a deficit of \$3,523 per mile, while the railways made a profit of \$1,814 per mile. None of the canals and few of the rivers have ever served economically as carriers of traffic. History has shown that both in Europe and the United States water transportation rapidly declined after development of railways."

LONDON, ENGLAND.—The Russo-British Grain Export Co., Ltd., has been incorporated to import grain, act as agents, grain brokers and dealers in grain. Evidently Russia is encouraging grain traders while the agitators and petty politicians of the U. S. are handicapping the business at every turn.



## Warehouseman's Contractual Duty to Insure Grain.

A. Nordal, farmer, delivered wheat and flaxseed to the elevator of R. S. Davidson at Werner, N. D., for storage and received storage tickets for all but 60 bus. Five months later on Mar. 24, 1921, he delivered wheat without receiving a storage ticket. For wheat delivered Sept. 1 and 2 he received a storage ticket. Between Sept. 8 and Oct. 9, 1921, he delivered wheat for which he received scale tickets but no storage tickets.

Fire on Jan. 26, 1922, destroyed the elevator and all the grain.

Davidson settled with the insurance company on the basis of storage tickets outstanding. In November, 1920, Davidson had loaned Nordal \$350 on a note secured by storage tickets for grain delivered in October, 1920. Davidson alleged that he did not know of Nordal's claim on the scale tickets until he made the demand after the fire; that he made adjustment with the insurance companies at a certain price per bushel for the grain in the elevator by considering the cash receipts of grain and of the storage tickets, and deducting therefrom the sales and shipments; that the insurance made and as adjusted did not cover grain that was held upon scale tickets. Otherwise, defendant testified that, in the settlement made with the insurance companies for durum wheat destroyed, there was an excess of over 640 bushels over and above the amount represented by outstanding storage tickets, and for flax over 680 bushels more than the amount represented by outstanding storage tickets therefor.

Judgment in favor of Nordal was affirmed Nov. 2, 1923, by the Supreme Court of North Dakota, saying:

During the period of time concerned the warehouse receipts issued by defendant to plaintiff or otherwise provided a charge for insuring grain placed with defendant upon storage. Accordingly, there was imposed upon defendant the duty, sounding in contract under

the facts, to issue a storage receipt, and to insure defendant's stored grain. 6 C. J. 1113; 40 Cyc. 433; Deming v. Merchants' Cotton Press & Storage Co., 90 Tenn. 306, 17 S. W. 89, 13 L. R. A. 518; Farmers' Ginney & Mfg. Co. v. Thrasher, 114 Ga. 598, 87 S. E. 804. Defendant did not perform this duty, and is liable for his breach thereof so far as the grain covered by scale tickets is concerned. In its answer defendant has placed the measure of the loss by alleging value of the grain destroyed by fire.—195 N. W. Rep. 654.

THE CHOKE-UP of an elevator leg is usually caused by the power going off and the cups backing up, filling the boot and leg with grain. Install a back stop and it will prevent the leg belt backing up.—Younglove Construction Co.

THERE is an export demand for kiln dried mahogany corn of 15 per cent moisture, and exporters are willing to pay from 71 to 73 cents per bushel according to quality, track New York, export, for prompt shipment, with other ports at the usual rate difference.—L. W. Forbell & Co.

A FIRE in your neighborhood should spur you on to the prompt correction of the dangerous known hazards of your plant, but judging from the numerous fires in the grain elevators of Nebraska recently, owners and operators have ignored all neighborly warnings and made no effort to protect their property from incendiaries or known causes.

IN THE AZORES production of corn before the war exceeded the demand. Since that time various new industries have sprung up, affording a more lucrative attraction to the farmers with the result that the 1922 corn crop was so small as to make importation of corn a necessity. Corn meal is the chief article of food consumed on the islands and, as American corn yields more meal to the kilo than Brazilian corn, the former has gained considerable favor with the islanders. The distilleries might also be able to use corn.

## Broker Can Not Act in Dual Capacity.

E. A. Webster & Co., Seattle, Wash., plaintiffs, v. Flanley Grain Co., Sioux City, Ia., defendants, before Arbitration Com'ite No. 6 of the Grain Dealers National Ass'n, composed of I. C. Sanford, W. J. McDonald and F. G. E. Lange.

This case comes to the com'ite for a decision in regard to a claim for damages by the plaintiff E. A. Webster & Co. against the Flanley Grain Co. It seems unnecessary for the com'ite to go into this matter in every detail, as it appears that there is only one point to the case. The principal points involved are as follows:

On June 2, 1923, E. A. Webster & Co., acting in the capacity of brokers, as would appear in all the evidence submitted, sold one Kenworthy five eighty capacity cars of corn and another firm two carloads, advising the Flanley Grain Co. by telegram of that date reading as follows:

"Book Globe two eighties Northern Pacific 15 days \$37.50 Kenworthy five eighties five days apart starting June 5th same price. Answer before opening Monday."

The Flanley Grain Co. confirmed this sale by telegram the following date, as will be noted from the following telegram:

"We confirm Globe two carloads Kenworthy 5 carloads."

On June 4 E. A. Webster & Co. telegraphed the defendant that Kenworthy had doubled his order and requested the defendant to book the five cars to the plaintiff, as per following telegram:

"Kenworthy doubled orders in error. Book our five cars to us thirty seven thirty five net ship first two cars Spokane diversion Northern Pacific next car Great Northern Bellingham instructions on balance later stop Two yellow sold today thirty seven fifty."

The Flanley Grain Co. replied on June 5 by telegram which in substance refused to accept the plaintiff as principal except in the case of one carload, which appeared to the defendant had been sold.

It appears to the com'ite that the defendant acted fairly and in good faith in protecting their broker in the case of one carload which appeared to have been actually sold.

It also appears to the com'ite that there was an advance in the market price of corn on the 3rd and 4th of June and that the defendants were acting within their rights in refusing to acknowledge the plaintiff as a principal.

It is our decision that broadly speaking a broker has not the right to assume a dual position at will as may seem expedient to his interests. Therefore we decide this case in favor of the defendant and assess the cost of this arbitration to the plaintiff.

## We new glade note in ye olde refrain

On Earth, Peace. Such has been the hopeful refrain for a score of centuries. But today, it is pitched in a different key. The old melody has new sweetness—the old refrain has new meaning. World peace has become deeply implanted in human hearts. The dawn of the morrow is lighting the way to a glorious day of Prosperity.

There never was such a Christmas—for the whole world is singing "Good Will Toward Men."

Whenever you have anything to sell or to buy from the grain dealers of America, try the Grain Trade's accepted medium for "Wanted-For Sale" advertisements—the Grain Dealers Journal of Chicago and get quick results.



## Seeds

CHICAGO, ILL.—John Pye is now associated with Hales & Hunter Co. He was formerly with the Illinois Seed Co.

QUARANTINE on hay which has been stored in weevil infested sections of seven western states was established in Illinois by Governor Small.

TOLEDO, O.—Alsike shows no change for the week. Very little trade. Receipts have been liberal. Timothy acts like it wants to go up. Been a little trade in March. Sold above \$4.00.—J. F. ZaZhm & Co.

MINNEAPOLIS, MINN.—General rainfall and frost are both reported from the Argentine. The frost probably has not done much damage, but the rain has not only done some damage but will delay the harvest and threshing of the flax crop.—Archer-Daniels-Midland Co.

WASHINGTON, D. C.—Final estimate on flaxseed crop for 1923 is 2,061,000 acres, producing 17,429,000 bus.; cloverseed, 800,000 acres, producing 1,233,000 bus.; beans, 1,297,000 acres, producing 15,740,000 bus.; grain sorghums, 5,776,000 acres, producing 105,619,000 bus.—U. S. Dept. of Agriculture.

MAPLETON, SASK.—The first corn show in the history of Saskatchewan was held recently by the Saskatchewan Corn Growers Ass'n. The show proved the fallacy of the statement that corn cannot be grown above the international boundary, as many fine exhibits were shown. C. H. Hoffman, Maple Creek, won the provincial corn growing championship.

TORONTO, ONT.—Final estimates Dec. 11, of various crops in Ontario for 1923 are as follows, (1922 production in parenthesis): buckwheat, 5,012,010 bus. (4,266,215); peas, 2,030,850 bus. (2,076,965); beans, 633,713 bus. (622,781); flax, 68,684 bus. (48,662); alfalfa, 788,431 tons (629,135); clover and hay, 5,799,422 tons (5,568,459).—Ontario Dept. of Agriculture.

TOLEDO, O.—Clover meets with more opposition on bulges. Market ruled lower this week, covering a narrow range. Good demand for deferred futures around \$13.00 level. Market awaiting new developments. Cash demand should improve after the first of the year. More deliveries on December contracts this week. Prime seed delivered is very nice

quality, showing a high purity test. Our advice from France states that there is a good export demand for clover, that the fine qualities are scarce. Receipts of clover this week 543 bags.—Southworth & Co.

TOLEDO, O.—Trade is small and will continue so until after holidays. Foreign seed is arriving here in small lots. Clover market has ruled steady the past week with mixed trade. All offerings have been readily absorbed on country buying orders. Some outside inquiries for cash prime. We believe any foreign seed delivered on contracts will be readily absorbed and used.—C. A. King & Co.

DURING November 2,377,000 lbs. of alfalfa seed mostly from Argentina, with smaller quantities from Canada, South Africa and France, were permitted entry compared with 459,000 lbs. last year and 1,157,700 lbs. two years ago for the same month. Between July 1-November 30, 5,864,500 lbs. were permitted entry compared with 5,719,400 lbs. last year and 2,806,400 lbs. two years ago for the same period. During the first week of December more than 450,000 lbs., subject to the seed importation act, arrived at New York. Of this quantity about 280,000 lbs. were from Argentina and 120,000 from France.—U. S. Dept. of Agriculture.

ST. LOUIS, MO.—Geo. S. Green, formerly with the Illinois Seed Co. and now associated with D. I. Bushnell & Co., was guest of honor at a banquet given at the Missouri Athletic Ass'n by Clifford Corneli. Mr. Corneli introduced Mr. Green to his new business associates, and gave him the floor. Mr. Green stated that he was formerly with the Bushnell Company years ago and acknowledged his pleasure in once more residing at St. Louis. W. J. Edwards, pres. of the Exchange, and T. M. Scott also addressed those present. In attendance were: Adolph Corneli, Ben P. Corneli, F. B. Chamberlain, Fred S. Plant, E. M. Mangelsdorf, A. H. Mangelsdorf, A. W. Schisler, Wm. Smith, A. J. Barnidge, E. A. Gessler, Wm. Jackson, Robt. Chamberlain, P. L. Zimmerman, W. L. Malkemus and Chas. H. Appel.

ELIZABETH CITY, N. C.—The growing of soy beans for seed purposes is quite a large industry in this section, over 200 cars a year being shipped from here alone. Practically all our harvesting is done with especially designed soy bean harvesters which threshes the beans out from the plants standing in the field. This method not only effects great saving of labor but gives us a better quality than obtained from cutting, shocking and threshing with grain machinery, since we do not get the damage sometimes resulting while in the shock or amount of splitting of beans. We have harvested at this time the following varieties: Virginia, Wilson Black, Hollybrook, Haberlandt, Lexington, Arlington, Tokyo, Audtin and Haberlandt Strain 38. Haberlandt 38 is a much improved strain of Haberlandt, originated by the North Carolina Experiment Station.—Buxton White Seed Co.

MINNEAPOLIS, MINN.—We find that the imports from Argentina up to December 15th have been 20,880,000 bushels and from Canada 2,393,000 bushels or total imports of 23,273,000 bushels. We have also imported some seed from India and also from China, but we cannot give these figures today, but we know they amount to several hundred thousand bushels. Therefore, a great many good American dollars have gone to pay for foreign flaxseed, which we hope next year will go to our own Northwestern farmers. Shipments to Europe from Argentina 22,060,000 bushels. This added to amount shipped to the United States makes total shipments from the Argentine in 1923 of 42,940,000 bushels. There are only 24,000 bushels in transit between Argentina and the United States. A cable from Buenos Aires this week says: "Rainfall—Generally the rainfall has caused much damage, especially to quality. The flaxseed market both here and at Buenos Aires is moving in a narrow range and is slightly lower."—Archer-Daniels-Midland Co.

## Is Grain Futures Act Killing Chicago's Cash Grain Business?

[Continued from page 801.]

their contracts until delivery day arrived. Weeks before the expiration of the future the price quoted in the market would advance by leaps and bounds under the forced buying of those who had sold without intention to deliver.

To take advantage of the unusually high prices paid by the shortseller grain shipper hundreds of miles distant would route their grain to the market to get the extra 5, 10 or 1 cents per bushel. To be available for delivery on contract the grain had to be weighed, inspected and stored in a public elevator, which made much business for the grain receiver as well as the elevator operators.

Altho there are several markets dealing in futures all of these large operations have been conducted in the Chicago market as that is the only center where there is sufficient volume of hedging and short selling to invite big buying. These deals were not run every year but the "squeezes" came frequently enough to caution cash grain dealers against selling in the Chicago market unless they expected to make delivery there. The effect was to keep the Chicago future a little higher than in other markets and to make that city an attractive market for cash grain.

The Capper-Tincher law has changed all this. Under the Grain Futures Act the Secretary of Agriculture has no choice but to rule off the exchange any individual who buys several millions of bushels of wheat or corn and forces up the market price of the grain. The law was intended to and does prevent the manipulation of prices upward. Besides the law, the rules of the exchanges are against corners. The com'ites fixing the settling prices on defaulted contracts for future delivery in recent years have not been giving the holder much of a penalty above the cash price. Corn for July delivery at Chicago was settled at slightly under 90 cents when cash corn several weeks later sold at \$1.11.

In the opinion of a leading Chicago grain dealer the buyers at nearby competing markets have not been slow to take advantage of this new situation. He states that the buyers at these competing points having no commission rule to restrain them put out bids for grain to the country shippers that are so high they do not allow the commission deducted at Chicago. The bidders even give away more than the commission. Having gotten the grain by this overbidding they turn around and sell a hedge in the Chicago pit, knowing that by reason of the Capper-Tincher law they will not be required to make delivery and if they fail to make delivery the com'ite in charge will make the penalty practically nil.

This unrestrained outside selling also has the effect of keeping the price at a level so low the Chicago elevator men can not realize their former profits by selling in their own pit and going out into the country or on the sample tables to get the grain to fill their bins for delivery on their sales.

This Chicago dealer said "The effect of the Capper-Tincher law is to take away our cash grain market; and when that is gone what have we left?"—R. R. R.

## Books Received

WHAT FARM PAPERS SAY ABOUT THE RAILROADS is a compilation of thirty-seven editorials written by thinking editors of farm papers which have the farmers' best interests in mind. Interesting views of the railroad situation with regard to labor, rates, costs, stocks, etc., are offered for the perusal of any one who desires to be enlightened about carriers. Published in October by the Western Railways' Com'ite on Public Relations, Chicago, Ill.

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## Supply Trade

THE HARBOR Commissioners' elevator No. 2 and addition No. 1, at Vancouver, B. C., as well as Harbor Commissioners' elevator No. 3 at Montreal were recently equipped with Hyatt Roller Bearings.

CHICAGO, ILL.—Weller Mfg. Co. announces the opening of offices as follows: Baltimore, Md., in charge of F. A. Klopp; Salt Lake City, Utah, in charge of Stratton-Cahoon Co.; Omaha, Neb., in charge of O. F. Barklage.

MINNEAPOLIS, MINN.—Building operations in the United States are progressing on an enormous scale, so we feel that the outlook for 1924 is bright for paint and linseed industries. There is a big demand for linseed oil and there are no accumulations of stocks.—Archer-Daniels-Midland Co.

CHICAGO, ILL.—After occupying the Tacoma Bldg. for over 20 years, the Hess Warming & Ventilating Co. has removed its offices to its factory, 1207 to 1227 S. Western ave. This removal will insure greater co-ordination of all departments and permit of greater expansion due to the largely increasing business.

CHICAGO, ILL.—All branches of the Landis Award Building industry are in excellent shape, reported contractors and architects at a recent "get-together." Landis award contractors secured \$7,683,440 of work in November and placed 1,565 men on jobs. More than 9,000 Landis Award workmen are now employed and \$8,000,000 insurance against sabotage on Landis Award construction is being carried.

NEW YORK, N. Y.—The Cement Manufacturers' Protective Ass'n was ordered dissolved by Federal Judge Knox, Dec. 13. The ass'n was also ordered to discontinue the practice of interchanging statistics regarding production. The suit, which was brot by the government more than two years ago, was finally settled by the judge when he ordered discontinuance of the ass'n on grounds that it operated in violation of the Sherman anti-trust law.

WASHINGTON, D. C.—Twenty-three months of hearings on the "Pittsburgh Plus" plan came to an end Dec. 15 when the Federal Trade Commission heard the last witness, H. E. White of Minneapolis, traffic analyst of the Associated States Opposing Pittsburgh Plus. During the four years of investigation by the commission, nearly 8,000 highly technical exhibits and 50,000 pages of evidence were taken. The Federal Trade Commission has more than once earned zero in efficiency.

## Between Ourselves.

### SHOP TALK.

She—"I've heard that men prefer to make love to short girls rather than to tall girls."

He (a broker)—"Yes; it's the shorts that you always hear of getting squeezed."

## MONEY BY THE BUSHEL.

She—"What's this I hear about your getting a large sum of money from some woman?"

He—"Some one's been kidding you. Who was the woman?"

She—"Why I heard that you got a million from May Wheat."

## REMINISCENCE.

"You never speculated in corn?" said the Chicago man.

"No," replied Mr. Cumrox. "I got an idea that my luck didn't run that way. Finding a red ear at a husking bee was how I come to get married."

## Chinese Eating Our Oatmeal.

Oatmeal and barley are being consumed in China in ever-increasing quantities and are replacing rice to a great extent on many Chinese tables. The imports of oatmeal in 1922 more than doubled those of 1921, and if the imports keep up for 1923 like they have during the first six months of the year, the imports will be four times as great for oatmeal as in 1921. Practically all comes from the United States. Barley from the United States supplied three-fourths of China's 1921 imports, but in 1922 this fell to about one-third of the total and this year, the first six months, the decrease was to about one-tenth of the total imported. Barley of cheaper grades from north China is replacing the United States pearl barley, but it is believed that lower grades of United States barley will find a good market.

## Russia to Have New Grain Elevators.

Construction of new elevators at strategic points in Russia and repair and re-equipping of elevators already built, is the program of the Russian government, reports L. D. Wilgress, Canadian Trade Commissioner in Hamburg.

Before the war terminal elevators were erected at the ports of Novorossisk, Rostov, Tuapse, Odessa, Nivolaev, Kherson, Theodosia, Taganrog, Mariupol, and Petrograd. Country elevators were built at Moscow, Samara, Cheliabinsk, Tsaritsin, and Kharkov. Many of the terminal elevators have been allowed to deteriorate and much work is to be done to put them in working order.

## Flour Exports.

Exports of rye flour from the United States during October totaled 15,017 barrels; compared with a total of 6,313 barrels exported during October last year. The total for this year up to and including October was 43,535 barrels; compared with 44,551 for the same period in 1922.

Exports of wheat flour did not increase during October as much as rye flour, the total being 2,091,922 barrels; compared with 1,510,052 during October last year. The total for the first ten months this year was 12,743,366 barrels; compared with 11,968,422 during the corresponding period last year.

## Calendars Received.

DATE CARDS for 1924 to fit the Eureka Desk Calendars are being distributed by the S. Howes Co., Inc., Silver Creek, N. Y., with the compliments of the season. The cards are a clever reminder of Eureka machines.

JOHN S. METCALF Co., Chicago, is distributing attractive calendars on which are shown pictures of elevators constructed by that company at the Gulf, Pacific Coast, Atlantic Coast, and St. Lawrence River. The world's largest elevator at Chicago is also shown.

THE SKY-LINE of New York with the Brooklyn Bridge in the foreground is shown in an attractive picture by Peter Marcus on the 1924 calendar being distributed by John A. Roebing's Sons Co., Trenton, N. Y. Interesting information about the picture accompanies each calendar.

THE LINK-BELT Co. is distributing a 1924 calendar which closely adheres in general style to those issued in the past. It is sixteen by twenty-four inches and each leaf contains not only a large monthly calendar, but also the months preceding and following. Jeffery Grant is the artist who made the illustrations of Link-Belt equipment featured.

STATISTICS of exports by state of original shipment will be published after Jan. 1 by the Department of Commerce in compliance with a request of shippers of the interior. Heretofore statistical reports have shown only the exterior port from which such exports cleared for foreign countries.

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Wherever you go among the grain trade you will hear the Ellis Drier spoken of as a "good drier." That is a tribute which we have spent 25 years in getting and now that we have it we propose to keep it.

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**Universal Grain Code:** The only complete grain code on the market, is the most up-to-date and latest grain code published, contains over 14,000 code words. Effects a greater reduction in tolls than any other domestic code. Contains code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4½x7 inches. Price, leather bound, \$3.00; paper bound, \$1.50.

**Robinson Telegraph Cipher Code:** With 1912 and 1917 supplements, is for domestic grain business. Leather bound, \$2.25; cloth bound, \$1.75.

**Millers Telegraphic Cipher:** 1917 edition. Designed especially for the milling and flour trades. 77 pages, 3¼x6 inches, paper bound. Price \$2.00.

**Cross Telegraphic Cipher Code:** 7th edition revised for provision and grain trades. Contains 145 pages 4½x5½ inches, bound in cloth. Price \$2.00.

**A. B. C. Improved Fifth Edition Code, with Supplement:** Reduces cable tolls 50% thru the use of five-letter code words, any two of which may be sent as one word. Price in English, \$20.00.

**Bentley's Complete Phrase Code:** Contains nearly 1,000 million code words, any two of which can be joined together and sent as one word. Thru its use a saving of 50% can be easily effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 8½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

**Baltimore Export Cable Code:** Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

Your name in gold stamped on any of the above codes for 35 cents extra.

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## Supreme Court Decisions

**Burden on Carrier to Overcome Presumption of Negligence.**—Where, in an action to recover damages to live stock by reason of the unreasonable delay of the defendant to transport and deliver the same at their destination, it is shown by the plaintiff that the defendant failed to deliver said live stock in proper condition within a reasonable time, a presumption of negligence arises, and the burden is upon the defendant to excuse itself from negligence. —*Eastern Elevator Co. v. A., T. & S. F. R. Co.* Supreme Court of Oklahoma. 219 Pac. 332.

**B/L Must Accompany Draft.**—Where a seller of cotton to be delivered f. o. b. cars at a certain point drew on the purchaser, accompanying the drafts by compress receipts rather than B/L, and after refusal of payment made shipment as required and was promptly paid, it could not recover extra demurrage, insurance premiums, and interest occasioned by the purchaser's refusal of the first draft, nor could it excuse its failure to attach B/L on the grounds of lack of shipping instructions, same being sufficiently supplied by the contract.—*Jim P. Dowell & Co. v. J. J. Brooks & Co.* Court of Civil Appeals of Texas. 255 S. W. 218.

**Freight Payable on Corrected Weight.**—Where B/L stated that specified weight of shipment was subject to correction, and carrier brought action to recover freight charges on the theory of a mistake in the weight of the shipment, both parties were entitled to introduce evidence as to the correct weight, and have that issue submitted to the jury. Where consignor shipped goods to his own order by a B/L providing for notice to defendant, and defendant accepted the goods and paid the freight demanded, he was liable to carrier for an additional freight charge, due to an error in stating the weight of the shipment.—*New v. Collins.* Supreme Court of South Carolina. 119 S. E. 835.

**Suit Limit Controlled by Law at Time B/L Was Issued.**—A B/L issued November 16, 1917, and requiring suits for loss, damage, or delay to be brought within two years and one day, did not violate Cummins Act March 4, 1915, making it unlawful to prescribe a shorter period than two years, the Carmack Amendment (U. S. Comp. St. §§ 8604a, 8604aa) which did not prescribe any period of limitation, but merely required the issuance of a receipt or B/L and declared its effect, or any other federal statute. Where the limitation of time to sue is embodied in a contract, such as a B/L issued in conformity with the Cummins Act, stating the time after delivery within which suits must be brought against a carrier, a subsequent statute, such as Transportation Act Feb. 28, 1920, tit. 2, § 206f, providing that the two-year period shall be computed from the date carrier disallows claim, and that the period of federal control shall be excluded, does not apply.—*Hercules Powder Co. v. Pennsylvania R. Co.* Superior Court of Delaware. 122 Atl. 546.

## Consolidated Adjustment Co. Railroad Claim Adjusters Association Building CHICAGO

Charges—33½% of the amount collected plus the cost of starting suit. No charge if nothing collected.

Handling more than 10,000 claims annually.

**Passage of Title.**—Where a contract calls for payment upon delivery or is silent as to time of payment, the title does not pass until the price is paid, unless it is apparent from other provisions of the contract that the intention of the parties is otherwise.—*Hart-Wood Lumber Co. v. Bonaly,* Supreme Court of California. 219 Pac. 432.

**Complaint against Reconsignment Charge must go to Commission instead of Court.**—The right of shippers and dealers in lumber respecting an order of the Interstate Commerce Commission forbidding charging of penalty by carriers against their competitors is limited to protection against unjust discrimination, and redress must be sought by proceedings before the Commission.—*Hines v. United States.* Supreme Court of the United States. 44 Sup. Ct. Rep. 72.

A REVOLVING FUND of \$50,000,000 to provide loans with which northwestern wheat farmers could buy live stock and take other steps to diversify their operations has been proposed to President Coolidge by Dr. John Lee Coulter, pres. of North Dakota Agricultural College, and F. E. Murphy, publisher Minneapolis Tribune. The plan was submitted a month ago when Pres. Coolidge asked that details be worked out and then taken up with him. If we must finance the single crop farmers of North Dakota why not induce them to engage in some profitable line.

### Where to Get Open Shop Coal.

Open shop and non-union coal should be used by industries as much as possible, not only because these mines produce 70 million tons of the annual 95 million tons produced in this country, but because it was the non-union and open shop mines that kept the entire country from freezing and starving during previous coal strikes.

With a soft coal strike about to occur next April, it is the duty of all non-union industries to give support to the non-union mines during times of peace, so that these mines can continue to supply the country during prospective strikes.

Such coal can be obtained thru the following: Kanawha Coal Operators Ass'n, Charleston, W. Va.; Logan County Coal Operators' Ass'n, Logan, W. Va.; New River Coal Operators' Ass'n, Mt. Hope, W. Va.; Winding Gulf Coal Operators' Ass'n, Bluefield, W. Va.; Tug River Coal Operators Ass'n, Welch, W. Va.; Operators' Ass'n of Williamson Field, Williamson, W. Va.; West Virginia Coal Operators' Ass'n, Huntington, W. Va.; Kentucky Coal Operators' Ass'n, Huntington, W. Va.

### Boycotting Charged Against Coal Ass'n.

The Federal Trade Commission has filed a complaint against the Illinois and Wisconsin Coal Dealers Ass'n, also 22 of its officers and members, on grounds that the ass'n was boycotting certain dealers and using unfair methods of competition.

The commission explains various methods by which the ass'n and its members enforce its co-operative scheme of boycotting "irregular" or "illegitimate" dealers, such dealers being determined by the ass'n as outside of its definition of retail coal dealers. The ass'n is accused of constraining producers and wholesalers of coal to confine distribution of coal in the ass'n's "regular" channels, and to prevent "irregular dealers" from securing coal at wholesale prices other than from "regular" dealers.

"Irregular" or "illegitimate" dealers are co-operative ass'ns, or groups of purchasers who desire to purchase coal at wholesale prices for their own consumption.

The commission charges the coal ass'n with unduly obstructing and hindering free competition in the distribution and sale of coal in the ass'n's territory.

## Feedstuffs

**MOULTRIE, GA.**—Davis Jenkins & Sons have installed a feed mill.

**THOMASVILLE, GA.**—Burch & Son have installed a new feed mill.

**MARION, IND.**—The Riverside Feed Co. filed a certificate of final dissolution recently.

**MONTPELIER, IND.**—The Miles Milling & Elevator Co. is now operating its new feed mill.

**MOBILE, ALA.**—The Curtis Feed & Seed Co. incorporated here. Jake Curtis, C. L. Waller and others are interested.

**EDGEWATER, N. J.**—The Corn Products Refining Co.'s plant, which has been closed for some time, will be re-opened shortly.

**HENRIETTE, MINN.**—The Henriette Feed Mill, owned by Francis Hughes, burned with \$500 loss. No insurance was carried.

**KENT, WASH.**—The Japanese warehouses here has been purchased by Shaffer & Colby, feed dealers. It is situated near their present plant.

**MILWAUKEE, WIS.**—The United Feed Dealers, Inc., incorporated for \$150,000. T. W. Parry, Paul B. Rix, and Chas. S. Starley are incorporators.

**KANSAS CITY, MO.**—Edw. King is now chief engineer for the Miller-McConnell Grain Co. He was formerly for 11 years superintendent of the U. S. Feed Mills.

**MEMPHIS, TENN.**—C. U. Snyder & Co., Chicago, molasses dealers, have purchased a membership in the Merchants Exchange. Clark E. Coe will represent the company.

**BOONVILLE, N. Y.**—The feed and coal storage plant of A. C. Capron burned Dec. 5 causing a loss between \$15,000 and \$25,000. Part of the buildings and contents of grain and feed were saved.

**LOS ANGELES, CAL.**—The Nichols-Loomis Co. has changed its name to the Nichols Grain & Milling Co., under a new charter just issued. The company is authorized to issue \$2,000,000 capital stock.

**ST. LOUIS, MO.**—The Ralston Purina Co. will hold a meeting of stockholders Jan. 8 to vote on an increase of common stock from \$4,500,000 to \$6,500,000 and the distribution of a stock dividend of 25 per cent. Each holder of four shares of common stock will receive one additional share.

**BALTIMORE, MD.**—The plant of the Gambrill Grain Products Co., feed manufacturers, was destroyed by fire which broke out at 4:30 a. m., Dec. 14. The cause is unknown, but, as the fire evidently started near the shellers and grinders which were operating until 5:30 p. m., the previous day, it was probably caused by heated bearings. Loss is estimated at \$50,000, fully insured. The plant will be rebuilt.

"A HIGHER TARIFF on wheat as a means of aiding the middle west farmer will be a reality in a few weeks," said Nelson B. Updike, of Omaha, who called on the President, Nov. 15. "I found that President Coolidge had already taken steps necessary to increase tariff," Mr. Updike said, "and was amazed to find that he had voluminous and accurate information at hand concerning the middle west conditions."

A STATEMENT of its salaries and expenses was submitted to the Senate by the farm loan board in response to a Senate resolution asking for the statement, including an explanation of the employment at \$25,000 per year of C. E. Lobdell as fiscal agent and general consul. It was explained that the presidents of the 12 land banks had voted last June to create the position and pro-rate the expense among them. The taxpayers must pay this bill.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

E. B. Boyd, agent Western Trunk Lines, in Supplement 16 to Circular 1-Q gives rules, regulations, and exceptions to classifications, effective Jan. 15.

A. T. & S. F. in Supplement 6 to 7481-H gives joint and proportional rates on grain products and seeds from stations in Colorado, Kansas, Missouri, and Oklahoma, also Superior, Neb., to points in Alabama, Arkansas, Kansas, Louisiana, Missouri, Mississippi, Oklahoma, Tennessee and Texas, effective Jan. 18.

C. R. I. & P. in Supplement 3 to 27537-I gives joint and proportional rates on grain, grain products, seeds, hay and broom corn from stations in Illinois, Iowa, Kansas, Minnesota, Missouri and Nebraska, to stations in Illinois, Indiana, Kentucky, Michigan, New York, Ohio and Pennsylvania, effective Jan. 12.

C. & E. I. in Supplement 2 to 610 gives joint and proportional rates on grain, grain products and grain by-products, also cotton seed, cotton seed ashes, cotton seed hull bran, and dried beet pulp from stations on the C. & E. I. to points in Kentucky, New York, Ohio, Pennsylvania, and West Virginia, effective Dec. 28.

C. R. I. & P. in Supplement No. 9 to 28675-F gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa, cake and meal, linseed cake and meal and seeds between Chicago, Peoria, Rock Island, Ill., Council Bluffs, Iowa, Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., also Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska and South Dakota and stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texhoma, Tex., effective Jan. 15.

### Brief Filed in Overcharge Suit.

The Merriam-Millard Co., which is suing the C., B. & Q. Ry. for alleged overcharges on grain and hay shipments, has had a brief filed in the case by R. A. Jeanneret, chairman of the transportation commission of the Kansas City Board of Trade.

The judgment which had been awarded to the grain company by the district court, was appealed by the railroad company and now rests in the circuit court of appeals.

The brief was filed by Mr. Jeanneret with the hope that if the case is decided in favor of the grain company, the decision will strengthen the case of grain shippers in a similar suit in the federal court at Kansas City.

Altho the Merriam-Millard Co. failed recently, the bankruptcy does not affect the suit.

### Nebraska Grain Rates Adjusted.

The State Railway Commission of Nebraska has revised rates on grain from David City, Neb., and points adjacent. At a recent hearing before the commission, the carriers asked for increases, while farmers' union ass'ns asked for decreases.

The new rates are a middle course between the two demands, and carriers are given until Feb. 1 to publish them.

Rates are increased one-half cent from David City, Garrison, and Ulysses, on the C., B. & Q., one-half cent from David City on the Northwestern and Union Pacific, and are decreased one-half cent from Foley on the Union Pacific, and from Millerton and Surprise on the Northwestern. The rate from Bellwood on the C., B. & Q. has been cut one cent, while the rate has been raised one cent from Richard on the Union Pacific. Malmo, on the C., B. & Q. gets a one-cent decrease, and one-half cent off is granted Cheney on the C., B. & Q. College View on the C., B. & Q. and C., R. I. & P. also gets a one-half cent reduction.

J. W. Shorthill, sec'y Nebraska Farmers' Cop. Grain & Livestock Ass'n, will file a petition for a rehearing of the rates allowed by the commission.

### Conditions in Germany.

A. E. Reynolds of the Crabbs, Reynolds, Taylor Grain Co., of Crawfordsville, Ind., who has been in Germany for a couple of months, in a recent letter to C. A. McCotter of the Grain Dealers' Nat'l Mutual Fire Ins. Co., wrote the following:

You can buy one trillion marks for a dollar. The government fixes the exchange rate each day and it has stood at 625 for four days. Unusually steady market. I have bargained on the basis of one trillion a time or two, a wholly illegal proceeding, and at this moment am a fugitive from justice.

Wish I had ability, time and patience to give you an adequate idea of conditions here. It's impossible. The stoicism of these people is astounding. After all they have been through and in view of what is facing them now, they are serene, stolid and to a large extent unconcerned. The people of the U. S. could not be held in check ten hours if they were in the condition that these people are, they would explode like a volcano. As one of our men at home says, "There would be Hell to pay and no pitch hot."

Woodrow Wilson didn't know what he was talking about when he insisted on a democracy for these people. They are no more adaptable to democratic government than the U. S. would be to rule of the Sultan of Turkey, with his harem and all. Patriotism, vague as it is in the U. S., has some meaning. Patriotism toward government here is an unknown quantity. Their training for two thousand years has left with them only a reverence for Autocracy. The Autocrat on the throne is or has been a tangible object of adoration. They now have only a commoner, one of their own kind, as head of their government; for him they have no adoration. For their government they have no patriotism because such a thing is unthinkable by the German mind. Hence they are drifting, drifting, God only knows to where. They (the common people) still respect and fear the armed force of the government, because it is still the same helmeted, uniformed, besworded and be-gunned thing that autocracy used in its days of Glory.

The people of the large cities are facing starvation. The farmers are rolling in luxury and refuse to sell their produce because there is no stable money in which to pay them. Example—If two farmers on October 10th had had each a given amount of produce to sell and one had sold at that time and the other had held off and sold today he would have received more than two hundred and sixty thousand times as much as the first seller. Don't think of that too much. It will make you dizzy and you will be cross to your families.

Surt has been filed in the federal court at Emporia, Kan., to test the constitutionality of the Capper-Tincher grain futures law. H. P. Trusler, plaintiff, alleges he paid \$200 tax on 1,000 bus. of grain bot thru "puts" and "calls" at the rate of 1/10 cent per bu. The tax levied was 2,000 per cent of the purchase price and therefore confiscatory. As the grain exchanges do not recognize "puts" and "calls," Mr. Trusler claims the government, in taxing the trade, is giving it legal standing.

### Seek to Recover Alleged Overcharges.

Following the example of the 800 shippers who have filed suits against railroads in the middle West for recovery of more than \$1,000,000 alleged overcharged on grain shipped, six grain and produce companies in Idaho have filed suit in the U. S. District Court to recover \$21,946.90 from the Oregon Short Line Railroad.

C. Y. Wilson, Pocatello, has been assigned to handle the claims as follows: McCoy & Wilson Grain Co., \$8,353.26; Pocatello Flour Mills Co., \$8,316.10; Jerome Milling & Elevator Co., Jerome City, \$1,260; Rupert Seed & Milling Co., Rupert, \$210; Miller Bros. Co., St. Anthony, \$979.23; and in addition interest, costs, and attorneys fees are asked by the companies.

A new schedule of rates filed to become effective Aug. 26, 1920, increasing rates 35 per cent in the Western and mountain Pacific groups, and 25 per cent between stations in the mountain Pacific groups, and 33 1/3 per cent between stations in Western and mountain Pacific groups, was declared to be "unjust and unreasonable" by the Interstate Commerce Commission, and reductions were ordered before Oct. 21, 1921.

It is charged that the Oregon Short Line Ry. did not reduce the rates as ordered, but continued to collect the increased rates after Oct. 21.

# HESS

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## Clark's Wagon Load Grain Tables

(ON CARDS)

show the reduction of any weight of grain from 100 to 4090 pounds by ten pound breaks, to bushels of 32, 48, 56, 60 70 and 72 pounds.

Six tables printed in two colors, on both sides of three cards, size 5 1/2 x 10 1/2 inches. Price 65 cents, postage 4 cents.

### GRAIN DEALERS' JOURNAL

309 So. La Salle St.

CHICAGO, ILL.



## Spectacular Fire at Milwaukee.

The 275,000-bu. elevator operated by Kneisler Bros., known as the Lyman Elevator, a large warehouse owned by Kellogg Seed Co., the plant of the J. H. Murphy Feed Co., and six cars of grain, burned at 11 p. m., Dec. 13, in one of the largest fires suffered by the grain trade.

Fire started in the Kneisler elevator, and, according to two patrolmen in the vicinity, an explosion preceded the fire. When the fire department arrived, the big building was a mass of flames, and the upper stories of the adjoining plant of the Kellogg Seed Co. had started to burn.

Shortly after one o'clock the grain elevator collapsed, and the contents of the Kellogg plant were given up as a total loss. Six cars of grain within the elevator were also destroyed.

The total loss caused by the fire is estimated at \$500,000. Mr. Kneisler estimated the loss of contents of the elevator at \$350,000, entirely insured, and \$12,000 for the six cars of grain burned. No estimate has been made of the Kellogg loss, or the loss of the J. H. Murphy, Feed Co.

THE DECISION of the U. S. Circuit Court of Appeals that the New York Cotton Exchange could deny its quotations to the Odd Lot Cotton Exchange of New York may develop a wrangle between the two exchanges because the cotton exchange is considering steps to prevent any other exchange availing itself of "leaks" in the quotation service.

ENGLAND'S cabinet has approved the proposal for assisting agriculture by a subsidy of one pound (\$4.865 normally) on all arable land, subject to a minimum wage of 30 shillings (\$7.29 normally) a week being paid to laborers by the applicant. The plan involves a maximum expenditure of 11,000,000 pounds (\$53,515,000 normally).

THE WHEAT harvest of Italy this year amounted to 223,870,000 bus., reports the Federation of Agricultural Consortiums. With the 47,710,000 bus. still on hand this should be sufficient until next fall. However, to maintain the reserve, there will be imported 36,700,000 bus.

## Insurance Notes.

WE DO not take much stock in the theory that grain men burn out for the insurance money. Of course, there will be a case here and there of incendiarism; but we believe it is exceptional. However, when business is bad, some men get in the dumps, cut down on help, neglect repairs, and let things go to the dogs generally. Such a condition is a breeder of fires. One has only to look over the field to note this. Fire insurance companies generally have taken a loss during the past two years, and from present indications it looks as though 1923 will wind up in the red. There is no need denying the fact that the elevator business has been a loser for fire insurance companies during this period.—*Our Paper.*

COMPULSORY insurance for workmen in the District of Columbia is provided for in a bill introduced in Congress by Rep. Roy G. Fitzgerald and Sen. Wesley L. Jones. The bill would bring the government into the insurance business by providing an appropriation from the laboring people's taxes to finance the undertaking. Bills of this character should be promptly squashed in the same manner as the Fitzgerald bill was defeated last year. The new bill is substantially the same as the one introduced last year.

THE SASKATCHEWAN wheat pool cannot be successfully operated this season, reports the board of directors. Reasons given are the lateness of the season at which the pool could possibly receive grain, and the desire of the contract signers to know the intention of the board. Final decision as to whether operation will start this year is left to the permanent board which will be elected when the required acreage to start the pool is secured. If the pool fails to function farmers will receive several cents more on each of their millions of bushels of wheat.

WHEAT crop of 33 countries for 1923, representing 94 per cent of the world crops outside of Russia and China, is estimated at 3,290,000,000 bus., compared with 3,950,000,000 bus. in 1922, reports the Dept. of Agriculture. No wonder the market is heavy. A deflated currency enables Russia to export with real profit.

## Has Fire-Fighting Equipment for Complete Protection.

Once in a while a letter comes thru the mail which gives considerable enjoyment. The following gets a good laugh:

Hartford Fire Ins. Co.,  
Jas. E. Sheehan,  
Minneapolis, Minn.

Dear Sir: As per agreement I have done everything you requested me to do and here with return the recommendation sheet properly signed.

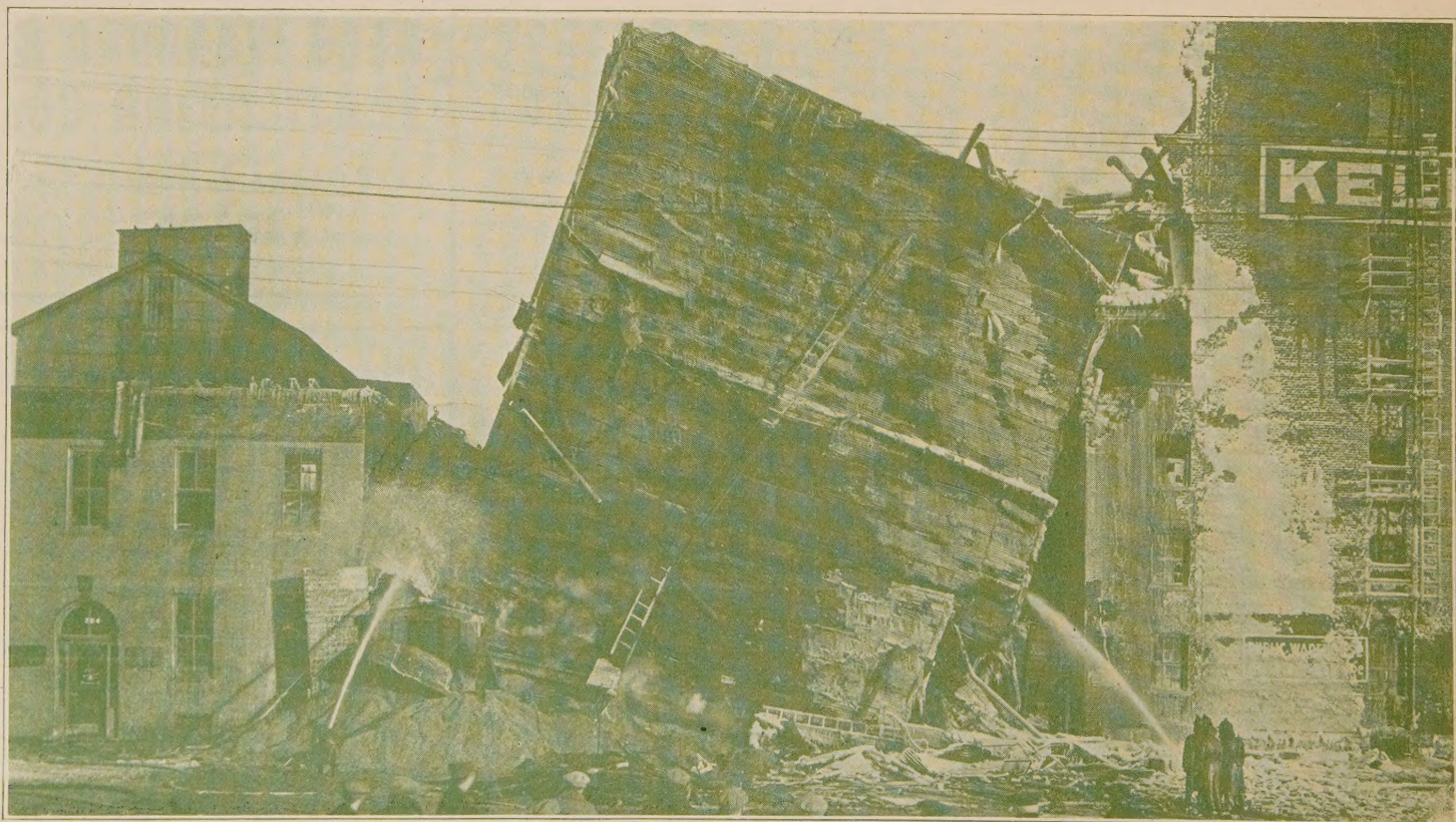
The fire bucket was a long time coming and a few days expired before I could get the water here and get them filled and in place. I also have a beautiful little Pyrene Syringe hanging by the engine which, as an ornament at least is a grand success. I bought it from a neighbor and found where I could secure some of the precious fluid with which they are filled and now feel comfortable and secure with the fire fighting apparatus of which I am possessor and sole owner. A thing of beauty is a joy forever, allowing this to be so, the fire buckets will be a joy for a long time. A more beautiful and brilliant red paint than is spread over those fire buckets I have not seen for many years.

To return to the pyrene, when I got the place I felt so good over it that I began to figure how I could get something like it for my home. I compared the size of the syringe to the elevator and a happy thought struck me. I had a small glass syringe in the scale dress which holds about an ounce of fluid, but would be large enough for home protection. This filled with the precious fluid which is used to fill pyrene syringes and hung up in a conspicuous place in the home. O grand and glorious feeling of security that I now have! Well, sir, I even got an old worn out hypodermic syringe from the family doctor, filled that with some of the fire eradicating-compound that is used in the pyrene, placed it in my pocket (I carry matches sometimes) and now I don't seem to care a d— what comes up, I am prepared for it. The feeling of security that I enjoy since I have these three syringes ready for instant use, I cannot attempt to describe.

Here is the list as it now stands: 4 fire buckets in cupola, 4 fire buckets on work floor, 2 2½ gal. fire extinguishers, chemical, in office and engine room. Six dry tubes, supposed to be effective in case of fire, scattered well over the elevator, and last but not least the Pyrene squirt gun hanging by the engine.

Trusting that I may never have any use for this magnificent collection of fire fighting apparatus, I remain,

Very truly,  
W. E. Tucker, Berthold, N. D.



Ruins of the Kneisler Elevator, also Kellogg Seed Co. Warehouse Burned at Milwaukee, Wis., Dec. 13.



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